

THE NATIONAL Wool Grower

VOLUME XLIV

JANUARY, 1954

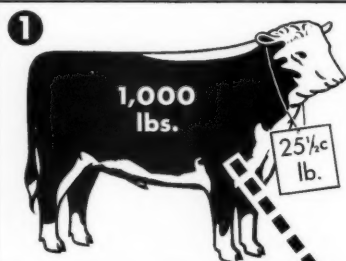
NUMBER 1

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Why 95c Steak From 25c Cattle?



1 Steaks from choice beef often cost you over three times the price paid per pound for live choice cattle. Why?

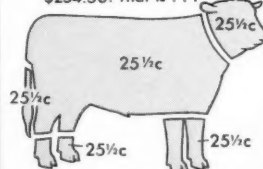
1. Only 60% of a choice steer is carcass beef.
2. Only a small portion of the carcass is steak.
3. There are many necessary costs between meat on the hoof and beef on the table.

2 Meat Packer Paid

Let's begin with the purchase of a 1,000 lb. steer (it might be Swift or any one of 18,000 commercial slaughterers).

MEAT PACKER paid \$25.45 (U.S.D.A. AVERAGE PRICE PER CWT. CHOICE STEERS, CHICAGO—WEEK ENDING OCT. 10)

So the 1,000-lb. steer costs \$254.50. That is . . .



25 1/2c for every pound of meat, and every other pound.*

*Hide, Head, Bone, Horn and Hoofs, Blood, Water, Paunch, etc.

3 Many Necessary Costs

The Carcass

When that 1,000-lb. steer was dressed, there remained 600 lbs. of carcass beef. That figures:

600 lbs. 42 1/2c lb. \$254.50

To get back the total dollars paid for the live steer, the carcass must sell for more than 42 1/2c per pound.

Handling Costs*



BUYING



SLAUGHTERING



SELLING



DELIVERING

*Due to the low value of hides, tallow, etc., during the past months, the total income from by-products is not enough to pay all the necessary costs of buying, slaughtering, selling, delivering, and many others.

4 Meat Packer Received

The week following purchase of the steer, this choice carcass beef sold for 42 1/2c a pound.

(Oct. 13 National Provisioner figures)

600 pounds x 42 1/2c = \$255.00
Cost of live steer was — \$254.50
That leaves — \$0.50*

To help pay* cost of buying, slaughtering, refrigerating, selling, advertising, delivering, processing by-products, shrinkage . . . and a profit, if any, for packer's services.

5 Wholesale Prices of Beef Cuts*

If the packer cut up the 600-lb. carcass into wholesale cuts, the total carcass must sell for more money to cover extra costs of cutting, handling, wrapping, etc. Here's what each weighed . . . and sold for:

Shrinkage	3 lbs.		
Suet (& Kidney) . .	21 "	@ . . 4c. .	\$.84
Short Plate	48 "	@ . . 14c. .	6.72
Flank	24 "	@ . . 14c. .	3.36
Foreshank	24 "	@ . . 18c. .	4.32
Brisket	30 "	@ . . 35c. .	10.50
Chuck	156 "	@ . . 38c. .	59.28
Rib	54 "	@ . . 53c. .	28.62
Round	144 "	@ . . 48c. .	69.12
(Steaks and Roasts)			
Loin	96 "	@ . . 78c. .	74.88
Total . . 600 lbs.			\$257.64

*National Provisioner, October 13, 1953

Meat eaters are unwilling to pay as much for some cuts as for others. That's why over half the meat sold for 4 1/2c to 38 1/2c under the 42 1/2c carcass price. That's also why ribs, rounds, and loin sold for higher prices. Together they determine the total value of the carcass . . . If consumers were not willing to pay more for some cuts, cattle would have to sell for less.

6 Retailers' Services Cost, Too

To prepare beef for sale to the consumer, the retailer has many costs—

Rent . . . Help . . .
Taxes . . .
Refrigeration . . .
Supplies . . .
Lights . . .
Advertising . . .
Store Equipment . . .



and losses due to trimming, shrinkage, etc.

... and that's the "Why" of 95c steak from 25c cattle!



COSTS MAKE SPREAD

We hope that the story above helps you to understand the spread between steer prices and steak prices.

Choice live cattle and choice dressed beef were used in the example because retailers sell almost as much fresh beef grading choice as any other three grades.

Even a greater spread is necessary in the case of lower beef grades such as *Utility*, *Canner* and *Cutter*. Because . . .

1. The dressing percentages are much lower than top quality cattle. There's less carcass beef per critter.
2. In the carcass itself, there is less eatin' meat . . . more bone. This is especially important—lower grades of beef often sell to the best advantage when made into boneless beef. More time, skilled labor, equipment, and supplies are needed to process

boneless beef into attractive, appetizing products. These extra costs increase the spread in prices between the live animal and the finished product.

Efficiency in marketing cannot be measured by spread. Some products consumers want require more processing than others. This widens the spread. But it also satisfies more meat eaters and so also widens the market for beef. It's another WHY of spread!

Swift & Company

UNION STOCK YARDS, CHICAGO 9, ILLINOIS

Tom Glazer

Agricultural Research Department

In This Issue

CONVENTION REPORTS

The importance of the 89th annual meeting of the National Wool Growers Association makes necessary a more detailed summary than usual for the benefit of members unable to go to Long Beach. (Page 11)

Secretary of Agriculture Benson's thought-provoking consideration of the wool growers' problems from various angles is printed in full. (Page 23)

Also, because of the immediate importance of the wool problem, practically a complete coverage of the convention's Wool Panel is presented. Through it you will get glimpses of the thinking of important members of the U. S. Senate and the House of Representatives on tariff, production or incentive payments and other proposals for a long-range wool program as well as that of the leaders in the wool handling and manufacturing segments of the industry. (Page 26)

Fuller reports of the panels on lamb promotion and Federal land legislation, briefly covered in the running report of the convention, will be given in later issues of the Wool Grower.

1954 POLICIES

The platform and program on which the National Live Stock Growers Association and its officers will operate during 1954 is, as usual, printed in full. You may want to clip this for future reference. (Page 6)

TAXES

Stephen H. Hart, attorney for the National Live Stock Tax Committee, and W. D. Embree, Jr., tell you how current losses may be carried back one year or forward five in computing income taxes. But while it looks simple, the procedure is, in reality, quite difficult, Hart says. (Page 54)

REVISION OF STOCKYARD REGULATIONS

A summary of proposed revisions in the regulations issued under the Packers and Stockyards Act to cover livestock transactions at posted stockyards should be of great interest to livestock shippers. Full text of the revision was published in the Federal Register of November 7, 1953. The summary was furnished at the request of the Wool Grower by the Packers and Stockyards Division of the Livestock Branch of the Agricultural Marketing Service, U.S.D.A.

Issuance of these new rules follows extensive public hearing in nine different cities and also in Washington, D. C., during September, 1952. Opportunity was also given to file protests to the proposals before January 9, 1954. However, in view of the scope of the hearings, it was not considered likely that much change would be made in the proposed rulings. It is suggested that you clip the summary for future reference. (Page 45)

CONTEST WINNERS

Grand-Prize winners in the annual "Make It Yourself-With Wool" contest are pictured with the judges that chose them on page 32. Winners from all 14 of the competing States are also pictured on page 39, and the complete story of the winners and the awards they received is given on page 62 in the Auxiliary section.

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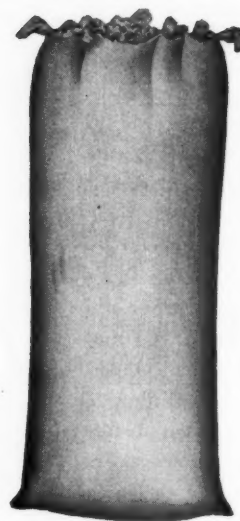


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UTAH PCA SETS MEETING

ON January 26, 1954 at 10:30 a.m. the Utah Livestock Production Credit Association will hold its 20th annual stockholders' meeting at the Hotel Utah in Salt Lake City. At this 20th anniversary the stockholders will receive a full report of the financial status and activities of this organization which is fully member-owned. They will also select officers for the coming year and name two directors. The present incumbents are: President, Delbert Chipman, American Fork; vice president, W. S. Hatch, Woods Cross; directors: D. H. Adams, Layton; B. H. Stringham, Vernal; and John Jorgenson, Salina, all sheepmen. Arthur Smith is secretary-treasurer.

RALSTON PURINA MAN HONORED AT AMERICAN ROYAL

The annual award of merit given by collegiate livestock judging coaches went to Otis O. McIntosh at the American Royal Livestock Show in Kansas City on October 18. Mr. McIntosh, director of public relations for the Ralston Purina Company for the past 10 years and now with that company's selling division in Georgia, has served as associate superintendent of the American Royal's livestock judging contest for the past seven years.

The award is a sterling silver tie clasp in the form of a spur and is given annually to the person whose efforts are adjudged to have contributed most substantially over the years to the success of the livestock judging events.

WESTERN PACKERS TO MEET

Economic problems of the meat packing industry will be one of the major topics of discussion at the Western State Meat Packers Association's eighth annual convention in San Francisco, February 17 to 19, it was announced recently by E. Floyd Forbes, association president.

The association, founded in 1946, has over 400 members in nine western States, actively engaged in meat packing and processing or related lines.

The National Wool Grower

DROUGHT FEED PROGRAM EXPANDS

USDA county drought committees have approved farmer requests for more than 1,200,000 tons of feed from CCC-owned stocks since the emergency feed program was started last July, according to a December 10 release from the Secretary of Agriculture.

Although CCC stocks of cottonseed meal, pellets and cake have now been used up in the emergency feed program, the Department will continue to make corn, wheat and mixed feed available to farmers and ranchers in disaster areas at reduced prices.

The emergency feed program is now in effect in 681 counties in these 18 States: Alabama, Arkansas, Colorado, Florida, Kansas, Kentucky, Mississippi, Missouri, Nevada, New Mexico, North Carolina, Oklahoma, Tennessee, Texas, Utah, Virginia, West Virginia, Wyoming, plus parts of the Hawaiian Islands.

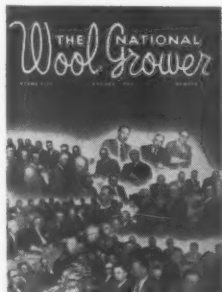
The Western Traffic Association on December 31 agreed to allow western railroads to continue carrying hay into drought areas at reduced freight rates until March 31. Southern railroads have agreed to continue these rates for one month, that is, until January 31 but the eastern roads refused to extend the expiration date beyond December 31.

WATERSHEDS RESEEDED

Denuded watersheds in southern California received first aid this past summer on lands ravaged by fire. More than 20,000 acres of rugged mountainous terrain have been seeded by airplane in an effort to restore burned grasses and forage.

THE COVER

On Thursday, December 10, 1953, the Executive Committee of the National Wool Growers Association held its final convention meeting following luncheon. This month's cover is a montage of various groups of committeemen and invited guests at the luncheon in the Empire Room of the Wilton Hotel, Long Beach.



January, 1954

COLUMBIAS TO NORWAY

Columbia ewes and rams were recently shipped to Norway for research and breeding purposes by W. A. Denecke of Bozeman, Montana. Denecke, past president of the Columbia Sheep Breeders Association of America, sent 13 yearling ewes and 4 yearling rams to Stavanger, Norway. He recently received word that they had arrived there safely.

RAMBOUILLETS FOR GUATEMALA



Leo (left) and Rod Richardson, Iraan, Texas, and part of the 25 registered buck lambs and 50 registered ewes they shipped to Guatemala.

Seventy-five head of Rambouillet breeding sheep were sent to the Guatemalan Government recently by Leo and Rod Richardson of Iraan, Texas. The sheep were flown to Guatemala from San Antonio.

Government representatives from Guatemala purchased the sheep, 50 yearling ewes and 25 yearling rams, about four months ago. Delivery has been delayed because of transportation facilities to the Central American country.

SCS GETS ADMINISTRATOR

Secretary of Agriculture Benson has announced confirmation of the appointment of Donald A. Williams to be administrator of the Soil Conservation Service and the selection of Gladwyn C. Young as deputy administrator of SCS.

SHEEPMEN'S BOOKS

Allred's Practical Grassland Management.....	\$ 5.00
Belschner's Sheep Management and Diseases	10.00
Clawson's Western Range and Livestock Industry	5.50
Ensminger's Sheep Husbandry	4.00
Hopkin's Wool As An Apparel Fiber	1.50
Hartley's The Shepherd's Dog	1.75
Hultz & Hill's Range Sheep and Wool	4.75
Kammlade's Sheep Science	6.00
Klemme's An American Grazier Goes Abroad	2.50
Morrison's Feeds and Feeding	7.00
Rice, Andrews & Warwick's Breeding Better Livestock.....	6.50
Sampson's Range Management	7.50
Saunderson's Western Stock Ranching	5.00
Selden's Livestock Health Encyclopedia	7.50
Stoddart & Smith's Range Management	6.50
Wentworth & Towne's Shepherd's Empire	3.50
Wentworth's America's Sheep Trails	10.00

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Affiliated Organizations
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14 East Jefferson St., Phoenix
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Wyoming Wool Growers Association
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C O N T E N T S . . .

THE NATIONAL Wool Grower

Volume XLIV

JANUARY, 1954

Number 1

414 PACIFIC NATIONAL LIFE BUILDING, SALT LAKE CITY 1, UTAH

TELEPHONE NO. 3-4483

EDITORS: J. M. JONES and IRENE YOUNG

ASSISTANT EDITOR: T. R. CAPENER

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SUBSCRIPTION RATES—Payment of dues in the National Wool Growers Association includes a year's subscription to the National Wool Grower. Dues and subscriptions are received along with state association dues by the secretaries shown for the following states: Arizona, California, Colorado, Idaho, Montana, Nevada, Oregon, South Dakota, Texas, Utah, Washington and Wyoming. To non-members \$5.00 per year; 50 cents per copy. Entered as Second Class Matter, January, 1913, at the Post Office at Salt Lake City, Utah, under the Act of March 3, 1879. Acceptance for mailing at special rate of postage provided for in section 1103. Act of October 8, 1917, authorized August 23, 1918.

**Your National
Officers Send
Greetings and
Wishes for a**

HAPPY NEW YEAR

I want every member of the National Wool Growers Association to know that I deeply appreciate their confidence in me. I think it is more gratifying to be reelected president of the association than it is to be elected for the first time. I am desirous at this time of thanking all of you people for being so cooperative in the past year.

I would like to extend to each of you personally my deepest wishes for a happy and successful new year. May 1954 bring stability and success to the sheep industry! And may it bring happiness and joy to you and yours! Happy New Year!

President Ray W. Willoughby



**President
Ray W. Willoughby**

VICE PRESIDENTS



Wallace Ulmer



John H. Breckenridge



Don Clyde



Russell D. Brown



S. P. Arbios

I am very happy to extend my very best wishes to the members of the National Wool Growers Association for a very happy 1954.

The coming of the new year focuses our many problems before us, but it also brings before us our thankfulness for what we have and our hopes that 1954 will bring us all the good things we want.

The sheep industry has had particularly tough sledding for the last two years, but it is good to know that the age-old American attribute of perseverance is evident in the wool growers of this country. May 1954 bring us a brighter outlook for this great industry of ours.

Wallace Ulmer

It is a pleasure to have the privilege of sending greetings for the year 1954 to all of the members of the National Wool Growers Association. For many of us 1953 did not bring all that we might have hoped for. But I think that it is equally true that most of us are optimists or we wouldn't have gone into the sheep business in the first place. For most of us tomorrow is the day that will bring a needed rain, better feed, or a stronger market. My hope for all of us in 1954 is that kind Providence will give us the courage and the wisdom to utilize the tools at our disposal to make a little better lamb, a little bigger and more attractive wool package, a better method of promotion of our product, and better use of our land. But most of all, may the coming year bring to all of us more clearly the realization that America is still the finest land in the world in which to live. It is a privilege for all of us to have the opportunity to try to keep it that way.

J. H. Breckenridge

As we stand at the close of the old year and glimpse the new year of 1954 waiting on the threshold of time, it behooves us to take stock of ourselves, to inventory our accomplishments and regroup our objectives set up at the beginning of this year. Few wool growers would claim 1953 was a financial success, but perhaps there were other values if we carefully scan the past twelve months. Reduced income increases our resourcefulness, tries our courage, clears our vision, forces us to plan our business with greater care, — seats us more in the saddle and less in the truck.

My sincere wish to every member of the National Wool Growers Association is that 1954 will bring a return of prosperity to our great industry. May you also have good health, true friends, congenial family relationships, and the satisfaction which comes from having contributed more to the general welfare than you ask in return.

Don Clyde

A new year is here. In this day and age, we are living at such a tempo that it is hard for us to stop and take stock, but every one should do so. We become so wrapped up in the rush and bustle of our business and problems that we have no time for meditation. If we pause and think a moment, our problems become insignificant in comparison with what we have to be thankful for. Generally speaking, in this country, we are faced with the problems of surpluses and over-production, while nearly all the rest of the peoples of the world are without enough food, clothing, and shelter. Yes, we should all give thanks for being a member of the Great American Family as we face the New Year.

Russell D. Brown

I wish at this time to extend New Year's greetings to all members of our Association, and hope that the efforts of all will be realized for a prosperous and happy New Year.

S. P. Arbios

The National Association's 1954 Platform and Program

As Adopted by the 89th Annual Convention, Long Beach, California

December 7-10, 1953

GENERAL RESOLUTIONS

1. Commendation of Secretary of Agriculture Benson

The National Wool Growers Association extends to Secretary of Agriculture Ezra Taft Benson its commendation for the excellent work he is doing in administering the Department of Agriculture and in carrying out the agricultural policies established by Congress. We commend the Secretary further for his continued efforts to develop agricultural programs in the interest of the stability of agriculture and the welfare of all the people of the Nation.

2. Basis for World Trade

The promotion of world trade should be on the basis of fair and reasonable competition and must be done within the principle long maintained that foreign products of underpaid foreign labor shall not be admitted to this country on terms which endanger the living standards of the American working-man or the American farmer, or threaten serious injury to a domestic industry.

3. Tariff-Making Responsibilities of Congress

The United States Congress is urged to resume its constitutional responsibility of regulating foreign commerce through the adjustment of duties, imports, and excises through its agent, the Tariff Commission, and allow the 1934 Trade Agreements Act, the so-called Reciprocal Trade Act which transferred such responsibility to the President, to expire in June of 1954.

4. Decentralization and Economy in Government

We reiterate our position endorsing decentralization of Government and a maximum of economy in all its branches.

5. Price Controls

We oppose Government price controls of any kind, since it has now been proved beyond doubt that controls cannot accomplish the intended results, but bring only confusion to our economy.

6. Agricultural Program

We favor a sound agricultural program stimulating individual initiative in the carrying out of sound conservation practices. We favor a program for developing natural resources by private enterprise, using Federal agencies only for the accomplishment of those measures of public good not within the capacity of State or private endeavor.

7. Disease Control and Eradication

We urge that the United States Bureau of Animal Industry exercise the greatest diligence in the work under its jurisdiction, including control and eradication of such diseases as scabies, foot-and-mouth disease, and blue tongue.

When paying for slaughtered animals, we strongly urge that the Department of Agriculture use as the basis for payment the replacement value rather than the meat value, both in grade and purebred animals.

We commend the several universities and State experiment stations for their present efforts to develop a vaccine to immunize against blue tongue. We strongly recommend that this work be carried on and that the U. S. Bureau of Animal Industry cooperate in such work.

We commend the intensive efforts of the National Wool Growers Vibriosis Committee and also the Vibriosis Technical Committee on their work to control vibrionic abortion.

8. Research

We recognize the importance of research on disease, wool, meat, feeding and management to the progress of our industry and to the public welfare. We, therefore, commend the work that has been done and recommend increased support for fundamental research by the land grant colleges in cooperation with the U. S. Department of Agriculture, and the experimental work conducted by private industry.

9. Taxation

The continuing high local, State and Federal taxes are of vital concern to our industry. Excessive income, gift and inheritance taxes have become confiscatory to livestock producers. Unless revisions are forthcoming, the incentives so necessary to our industry may be lost.

We highly commend the efforts of the National Live Stock Tax Committee and recommend that the work of this committee be continued. We further recommend that the National Live Stock Tax Committee continue to press, by legislation if necessary, the proposal for tax relief for the forced sale of drought or disease-stricken livestock where the proceeds of sale are reinvested in similar property. We further recommend that the Committee continue to keep closely in touch with the Bureau of Internal Revenue and the Congress so as to oppose any renewed efforts by the Bu-

reau to eliminate the cash basis. We ask the Tax Committee to propose amendments permitting sheepmen who purchase replacements to carry them at established constant prices.

10. Emergency and Economic Disaster Loans

Emergency and economic disaster loans were made available by the enactment of Public Law 115 on July 14, 1953. This legislation provides additional credit for established stockmen who cannot obtain funds from private or cooperative credit sources. This financial relief has been over-all-helpful, but it should be administered the same in the several States.

11. Drafting of Sheepherders

We are opposed to the drafting of experienced sheepherders and request that the administrators of the draft law give deferment to qualified sheepherders as long as they remain in that work.

12. Commendation of Firms Cooperating in Dues Deduction Program

We again thank those wool firms and wool buyers who have cooperated in the dues deduction program for the various State associations which make up the National Wool Growers Association and the American Wool Council.

13. Labor

We express our appreciation of the work done by the California Range Association and request that this very important project be continued.

We strongly urge the Administration to use all its energies in working out an agreement on a new Mexican National labor program with Mexico, containing the 16 points recommended by the United States Assistant Attorney General's special six-man Committee on Mexican National labor.

14. Allied Wool Industry Committee

We express our appreciation of the work of the Allied Wool Industry Committee in Washington this past year. The Committee brought all industry segments together to assist in work for the stabilization of the domestic wool industry through adequate tariff protection and long-range promotion and stabilization programs.

15. Convention Appreciation

We express appreciation to all who contributed to the success of our convention, and especially to the Long Beach Convention and Visitors Bureau, Long Beach Municipal Band, Long Beach Harbor Department, Mr. and Mrs. Frank C. Finch, and others who contributed in one way or another to the success of the occasion.

16. In Memoriam

As we conclude these resolutions, we pause in reverence and respect to the memory of these men whose contributions to our industry and association were outstanding:

Fred R. Marshall, who served the National Wool Growers Association as Secretary and as Editor of the National Wool Grower from 1920 to 1943.

Howard Vaughn, a beloved Past President of the National Wool Growers Association, an outstanding producer and a loyal supporter.

WOOL

17. Tariff

We wish to reaffirm the historical and traditional position of the National Wool Growers Association that an adequate tariff on wool is the proper way to safeguard the sheep industry of the United States.

18. Import Fees

We urge the United States Tariff Commission to make their report on Investigation No. 8 pertaining to the imposition of a fee on wool and wool products under Section 22 of the Agricultural Adjustment Act immediately; also that upon making such report to the President, the President render his decision in the shortest possible time.

19. Parity Determination

We propose that the wool industry be considered separately from other agricultural endeavors and that a more realistic method of computing parity for wool be devised, taking into account the various factors peculiar to the wool growing business.

20. Wool Research

We urge Congress to provide increased funds for an adequate research program on wool, and suggest that special funds be derived from the tariff on wool.

21. Berry Amendment

The Berry Amendment to the Defense Appropriation Act which requires the use of domestic wool in all Government contracts will expire June 30, 1954. Therefore, we ask that this provision, through new legislation, be made a part of the Buy-American Act, and thereby given permanent status to remain the law of the land.

22. Processing Tax

We are very much opposed to any program which contemplates a processing tax.

23. Wool Futures

We favor the regulation of the grease wool futures market in the same manner as the wool top futures market is regulated.

24. The Wool Bureau

We give hearty endorsement to The Wool Bureau's program. We congratulate them on their efforts to obtain proper recognition

for wool as a superior clothing fiber and for publicity that will place wool in its proper position as nature's incomparable fiber.

We commend The Wool Bureau and urge that its work be carried on.

25. Women's Auxiliaries

We commend the Women's Auxiliaries for their work in promoting the use of wool. The continued increase in interest and participation in the "Make It Yourself-With Wool" contest is a gratifying example of their efforts. As a promotion device we urge the continued use of the wool and lamb stamps on all mail. We suggest that the wool trade be invited to participate in these projects.

L A M B

26. Lamb Promotion Program

We approve the lamb promotion program as presented to the convention by the special National Lamb Promotion and Research Committee and urge that \$25,000 for this work be included in the National Association budget.

27. Lamb Promotion and Research Committee

We commend the work of the temporary Lamb Promotion and Research Committee, thank committee members for their efforts, and recommend that the President of the National Wool Growers Association appoint them as a permanent National Lamb Promotion and Research Committee.

28. Cooperation in Lamb Program

We recommend that the National Lamb Promotion and Research Committee work toward getting full cooperation, both financial and otherwise, from all allied segments of the industry.

29. Collections for Meat Board

We take this opportunity of expressing our appreciation to the National Live Stock and Meat Board for the excellent work it is doing for the livestock industry and urge that all contributions to it be doubled.

30. Cooperation from Collecting Agencies

We reaffirm our sincere appreciation to all commission firms, packers, independent buyers, and any other agencies who have cooperated in the collections for lamb promotion, and urge that they continue the collection of 50 cents per car for lamb promotion, in addition to 50 cents per car for the general work of the Meat Board (heretofore 25 cents), making the total collection on sheep and lambs \$1 per car.

31. Commendation

We reaffirm our commendation of the work of the American Meat Institute, National Association of Food Chains, National Hotel and Restaurant Association, and independent retailers; the press, radio and television; U. S. Department of Agriculture, the

various State agricultural colleges and the Agricultural Extension Service, in behalf of meat in general and lamb in particular.

32. Reduction of Losses in Market-Bound Stock

We urge the National Live Stock Loss Prevention Board again to actively pursue their educational program to reduce the tremendous annual loss to the livestock industry in death, cripples and bruises of market-bound stock. We commend this program and urge cooperation of all members, carriers, and packers in its continuance.

We also ask that the officers of our Association again call to the attention of the railroads the heavy losses which have been caused by continued careless handling of livestock while in their hands. During shipping there are always numerous cases where lambs have taken uncalled-for shrinks and in addition have picked up serious diseases because they were crowded into unsanitary pens and not adequately watered and fed enroute. We strongly urge the railroads to take immediate remedial steps that will reduce these losses materially.

33. Government Livestock Reporting

We urge that the Federal-State Agreement regarding the Federal-State Market News Service be re-examined with the thought of compliance with its provisions regarding livestock reporting.

F E D E R A L L A N D S

34. Endorsement of Principles of Hope-Aiken Bill

We endorse the principles embodied in Senate Bill 2548 and House Bill 6787, commonly known as the Hope-Aiken Bill, and urge early passage of this legislation.

35. Appropriations for Range Improvement

The Granger-Thye Act of 1950 authorized the appropriation of range improvement funds by the Congress, on the basis of two cents per sheep month and ten cents per cow month, for livestock permitted on National Forest ranges.

Congress has failed in the past to appropriate the full amount authorized by law which, even if done, would still fall far short of meeting the actual need for range improvements.

We, therefore, ask the Congress to appropriate annually the full amount authorized by the Granger-Thye Act.

We further ask that any balance remaining in this improvement fund at the end of the fiscal year not be considered as surplus to range improvement needs, but be allowed to remain available for use until expended.

36. Use of C C C Legume and Grass Seeds

In the interest of conservation, we recommend that all available legume and grass seeds which are adaptable and which are now held in storage in the eleven Western States by the Commodity Credit Corporation, be turned over without cost to the following Federal agencies:

- (a) Bureau of Indian Affairs
- (b) National Park Service
- (c) Bureau of Land Management
- (d) U. S. Forest Service

This comprises some 400 million acres of Federal land.

37. Noxious Weed Control

We believe the control of poisonous and noxious weeds is a necessary part of a long-range improvement program, and urge that the Congress continue to make substantial funds available for research.

38. Opposition to H.R. 6081

We oppose House Bill 6081, which proposes to amend the Taylor Grazing Act.

39. Regulation of Mining Claims

We recommend that the officers of the National Wool Growers Association confer with the American Mining Congress looking toward a joint effort in regard to the regulation of mining claims.

TRANSPORTATION

40. Excise Tax

As a wartime measure a Federal Excise Tax in the amount of 3 percent was assessed on railroad freight bills. The repeal of this Act is long past due. We urge its immediate abolition.

41. Short-Haul Privileges

Shippers of livestock are entitled to expedited service in the movement of livestock as well as through joint rates. This can be accomplished in the billing of livestock via the shortest and most favorable route. We request the repeal of Section 15, Paragraph 4 of the Interstate Commerce Act.

42. Public Stockyards

In the interest of transportation of livestock, it is important to the shipper and the carrier that all eligible public stockyards be posted. We recommend that all such stockyards be posted at the earliest date possible.

43. Class Rates

There is presently before the Interstate Commerce Commission the review of class rate structures for interterritorial area. The basis for rates will be materially affected by the final decision affecting class rates. We request that adequate interest be maintained in these hearings so as to effectuate the best rate structure possible for livestock.

44. Opposition to General Increases in Freight Rates

Eleven general increases, an average of one each seven months, authorized by the Interstate Commerce Commission, have been established by carriers since June 30, 1946, which have the ac-

cumulated effect of increasing rates and charges an average of 78.9 percent.

The Interstate Commerce Commission has also extended the expiration date of the 15 percent increase from February 28, 1954 to December 31, 1955.

Such rate increases add further to the burden of the sheep producer whose lamb and wool income has been reduced approximately 50 percent during the last two years, and have added to, and now are one of the primary causes of maldistribution.

To a great extent these increases in freight rates have been caused by the continued spiral of railroad operating costs due largely to increases in railroad wage rates.

Because of the importance of rails in our transportation system the railroads, the Railway Brotherhoods and the Non-Operating Railway Unions are strongly urged to face this problem and properly revise their management. A copy of this resolution should be sent to all Railway Brotherhoods and Non-Operating Railway Unions.

We request that no increase in the railway freight rates be made on livestock and livestock products. Such increases are rapidly pricing rail transportation out of the transportation field.

45. Railway Labor Act

The shipping public is primarily interested in efficient, economical and satisfactory operation of the railroads. They must pay the increased railroad rates, fares and charges. Increases in wages of employees of the carriers are granted at conferences where the public has no voice.

We recommend a change in the Railway Labor Act which will protect the public by giving them a voice in such controversies under the Act.

46. Long-Haul Clause

In the interest of equitable rates made with due consideration to the length of haul we favor the long-haul clause of the Interstate Commerce Act and in equity the same provision should apply to trucks as well as railroads.

47. Equitable Relationship

We are not opposed to reductions in the rates on fresh meats and packinghouse products, provided the rates on livestock are reduced concurrently so as to permit free flow of livestock on the hoof from and to the same areas, and thus secure the maximum competition in the sale, purchase and distribution of live animals.

48. Wool Checking Service

The checking, marking and weighing services for wool formerly performed by carriers, and in our judgment covered by the charges for transportation, have been discontinued and a clean bill of lading is not now obtainable. We request that the Bill of Lading Act be amended so that a clean bill of lading may be issued.

49. Sanitary Regulations

There is an ever increasing number of diseases developing in livestock. Some of these are communicable and contagious.

Uniform regulations should be established throughout the United States and such regulations should apply to truck transportation as well as rail carriers.

50. Legislation

Constantly there is being submitted to the National Congress legislation pertaining to transportation. We request a close examination of all such legislation which would involve the livestock industry.

51. Services

We commend the railroads for efficient services in the transportation of livestock. There are instances where this service could be improved and better facilities provided for the proper transportation of livestock. We request that the livestock men and the carriers cooperate fully in improving services and facilities.

52. Rule 34, Consolidated Freight Classification

The Consolidated Freight Classification Case is presently under consideration by the Interstate Commerce Commission. We have taken exception to the findings of the Commission. The decision should be handed down in the very near future. We endorse the position taken by our Traffic Manager in the above mentioned case and recommend that such action be taken as is necessary upon receiving a decision in this matter.

53. Traffic Manager

Without the aid of the specialized services involved in transportation matters, which are intricate and complicated, the National Wool Growers Association could not adequately be of service to its members and the industry.

The work of our Traffic Manager, Charles E. Blaine, his son, and their staff is of importance to the industry and very necessary. We commend the Traffic Manager and his assistants for their loyal services and recommend to the members of this Association the use of their services as they pertain to individual livestock men.

PREDATORY ANIMALS

54. Methods of Eradication

It is again recommended that all known methods for eradication of predators be used to the fullest extent possible.

55. Correlation of Control on Federal Lands

The United States Fish and Wildlife Service has demonstrated that effective control of the predator is possible if sufficient funds are available and if there is a complete coverage of breeding areas. Ranges are being constantly re-infested with coyotes and other predators from uncontrolled areas within National Parks and Monuments, certain forest areas, and also from areas withdrawn by the United States Government for defense and experimental uses.

We request that the President of the National Wool Growers Association immediately appoint a committee to attempt a correlation of effort between these agencies and the Fish and Wildlife Service to initiate a predatory animal control program within the

boundaries of National Parks, Monuments, forests and other withdrawn areas.

56. Government Participation

Due to inflation and the higher prices for labor, supplies, and equipment, less money actually is going into predator control work than in previous years.

We strongly urge that the Congress of the United States fully recognize the Federal Government's responsibility in controlling predatory animals and injurious rodents on the vast Federal land holdings in the Western States and make adequate appropriations for that purpose.

In this connection it is to be noted that the Federal Government owns 54 percent of the land areas comprising the eleven western range States, yet, through its appropriations to the Fish and Wildlife Service defrays only 25 percent of the over-all costs of organized predator and rodent control of these States.

It is further noted that the bulk of such Federal lands, which are used for livestock grazing, harbor predatory animals that prey heavily upon livestock during the grazing season and also rodent pests that destroy forage and timber resources. These lands also support a reservoir of predators and rodents that infest adjacent non-Federal lands.

57. Predator Loss Reporting

While predator control has been improved, there still are tremendous losses to our industry not fully known because they have not been reported by the individual sheepmen. This creates a false impression with some groups that a continuation of the predator control work is not nearly so critically important to our industry as before. Therefore, it is most desirable that every sheepman report to his local Fish and Wildlife representative and grazing administrative agency all losses incurred through predators.

58. Predatory Animals vs. Rodents

We appreciate the work the Fish and Wildlife Service has done in disseminating information on the relationship of predatory animals and rodents and ask that they continue such work. We also recommend that individual growers make known in every possible way their personal observations and experiences showing that increased numbers of rodents are not necessarily the result of decreased coyote numbers.

59. Cooperation

We wish to express our appreciation to the Fish and Wildlife Service, the State fish and game departments, the Forest Service, the Bureau of Land Management and other agencies that have cooperated in the predatory animal control program. We enlist the cooperation of these agencies in the future.

Committee Chairmen

General Resolutions.....	Russell D. Brown, Vantage, Washington
Wool.....	Raymond Anchordoguy, Red Bluff, California
Lamb.....	Angus McIntosh, Las Animas, Colorado
Federal Lands.....	Ralph S. Linn, Moneta, Wyoming
Transportation.....	James A. Hooper, Salt Lake City, Utah
Predatory Animals.....	Milton Mercer, Prosser, Washington

The 89th Annual Convention **LONG BEACH --- 1953**



Officers of the National Wool Growers Association during 1953 were reelected for 1954. They are: (front row, from left to right) Russell D. Brown, Washington, vice president; Ray W. Willoughby, Texas, president; and J. M. Jones, Utah, executive secretary. The back row shows vice presidents, Don Clyde, Utah; S. P. Arbios, California; John H. Breckenridge, Idaho; and Wallace Ulmer, Montana.

IT was a convention of distinction and significance — the 89th annual gathering of the National Wool Growers Association in Long Beach, California, December 7-10, 1953.

Never before, at least in recent years, have sheepmen had the opportunity to hear their problems discussed by such an array of distinguished men at one time and place. And never, in recent years, have sheepmen been faced with so important a decision to make as this year — what the long-range wool program should be. The long hours of debate in the Wool Committee, which had complete representation from the 12 States affiliated with the National, showed an awareness of the serious import of their decision.

The 89th was the first attempt of the National at the modern panel-type convention program. There were three panels,

each occupying a full session — the long-range wool program, lamb and research promotion plan and proposals for Federal land legislation. Following each of these sessions the committee covering the subjects under discussion, met to frame recommendations to be presented at the final session on Thursday morning, the 10th, when all of the committee reports were acted upon by the members of the Association. While time for actual discussion by the audience was shorter than had been anticipated, that was probably more than offset by the wealth of information given by prominent speakers on each panel. Under this plan the committees wrote their resolutions after listening to various opinions on the approach to their problems. In previous annual meetings all the committees have met the afternoon of the opening convention day and drafted their prop-

osals for membership approval at various times during the sessions.

The convention opened on a bright, sunny day (December 8) in the Exhibit Hall of the famous Municipal Auditorium of Long Beach, with the very impressive advance of the colors and pledge of allegiance by members of the Long Beach Polytechnic High School R.O.T.C. and the playing of the National Anthem by the Long Beach Municipal Band conducted by Eugene LaBarre. Then Mr. LaBarre and his band followed with a short 30-minute concert of both stirring and nostalgic numbers. The Reverend Hiram B. Crosby of St. Thomas Episcopal Church offered the brief invocation. The friendly hospitality of Long Beach was most adequately portrayed by its Mayor Lyman B. Sutter and John Carr, executive vice president of the Long Beach Convention and Visitors Bu-

LET'S EAT



The banquet was one of the highlights of convention activity. Shown on the extreme right are Mayor and Mrs. Lyman B. Sutter of Long Beach, California.



Pictured above is a happy group of ladies at their annual luncheon during the convention.



Contestants and sponsors of the "Make It Yourself-With Wool" contest were honored at the Woolworth's breakfast.

reau. Long Beach, convention visitors were told, was incorporated in 1887 and now has a population of approximately 300,000 people, a beach of six miles of golden sand and is setting on top of a tremendous oil pool. From that oil \$1.14 pours into the city treasury every second, not per minute, but every second, Mayor Sutter emphasized. So, he said, they feel that Long Beach is one of the most fortunate cities in the world. They also recognize that blessed with so much wealth they have the burden to see that it is managed properly.

An Organization

Mr. Carr hit a responsive cord in greeting sheepmen with his description of what makes an organization. Here it is: "When I was a kid, I was raised up in the eastern part of the San Joaquin Valley, in the foothills of the Sierra Nevadas. As a rather small boy, which I was at that time, the most interesting thing that happened to me, living on a small ranch outside of town, was watching the bands of sheep go by on their way to the summer range up in the Sierras. It made a profound impression on me at that time because it was the finest piece of organization that I had ever seen.

"You people are all known as wool growers. I don't suppose there's a sheepherder in the audience. But in those days there were no wool growers. There were only sheepmen and sheepherders. If a fellow owned a band of sheep, he was a sheepman, and if he ran them around himself, he was a sheepherder. But it was very impressive to me to see a band of sheep going down the road, kicking up a terrific dust, on their way to the hills. For the benefit of you wool growers who have never seen a band of sheep or several bands of sheep on their way to the summer range, it goes something like this: In the first place, the thing that goes on is a terrific, maa, maa, maa, maa, and you can hear them for miles and miles. Down the road comes a cloud of dust, and as the various figures in the cloud become distinguishable, right in front we used to see a billy goat and a jackass. The billy goat was out in front, walking very dignifiedly down the road, and right behind him came a jackass with a good old jaw hitch on him, and all the camp gear. Behind that came the sheep, and behind the sheep came the sheepherder, and flanking the whole deal were the sheep dogs. It used to be a wonderful thing to me to see how one sheepherder and four or five smart dogs kept that whole thing on the move.

A Goat and Jackass

"I learned a great deal from that. I learned that, if you want to run an organi-

zation, you want to get a goat and a jack-ass out in front. Then you want to get a—I am not talking about you, President Willoughby—then you want to get a good shepherd behind the outfit, with just three or four good dogs. The thing about these dogs was that they were almost as smart as the shepherd. I never could tell who was calling the signals. Sometimes the shepherd would whistle at the dogs; the dogs would bark back. I didn't speak either of their languages, so I didn't know what was going on. But, anyway, I found out the only thing is, you get the mob going in the right direction, and get a bunch of dogs snapping at the heels of the stragglers, and you've got yourself an organization."

Marshall-Vaughn Tribute

Vice President Don Clyde of Utah represented the wool growers in responding to the welcome extended by the Long Beach officials. In addition to his formal talk, he had the convention pause in its regular proceedings to recall the passing of two of its great leaders during 1953: Former Secretary F. R. Marshall and Past President Howard Vaughn, both residents of California.

Of these men, Mr. Clyde said: "Fred Marshall was the secretary of the National Wool Growers Association for 23 years. He served it effectively and well. Under his administration this organization grew from a very small organization into one of considerable strength and magnitude. Howard Vaughn lived in your State, coming, I believe, out of the Midwest, went into the livestock business here; later he was influential in your State association and then he became the president of this, the National organization, in the years 1949 and 1950. Howard Vaughn was a leader, whose equal one seldom meets. Assigned a task, he carried it through to its completion, regardless of the sacrifice or the difficulties. And so we would like the families of these two men, who have served this organization so well, to know that the membership generally, and of course, the officers of the organization, sincerely appreciate the services which they contributed."

Presidents' Addresses

The problems which the Association's officers had to face during 1953 in Washington, D. C. and on the home front and accomplishments were covered by President Ray W. Willoughby (page 19). The Women's Auxiliary to the National Wool Growers Association was very graciously represented by its President, Mrs. J. T. Murdock of Heber City, Utah (page 25).

Secretary Benson

The wool growers, of course, were highly honored having Secretary of Agriculture Ezra Taft Benson address them and they commended him for his excellent work in "carrying out the agricultural policy established by Congress and in attempting to develop agricultural programs in the interest of stability of agriculture and the welfare of all the people." (Resolution 1, Page 5).

While not at that time in a position to submit the definite proposal for wool which the Administration will recommend to Congress, Secretary Benson said it should be a program "designed to assure growers fair returns for efficient production, without pricing wool out of the market or laying too heavy a burden of costs upon the consumer. It should involve a minimum of cost to the taxpayer, and minimum Government interference with growers and processors. It should encourage efficiency in production and marketing. And finally, it should be in line with our over-all farm and international trade policies."

(For a more detailed explanation read the Secretary's complete statement, Page 23).

Wool Panel

The addresses of President Willoughby and Secretary of Agriculture Benson gave an excellent background to the wool session on Tuesday afternoon, December 8, of which President Willoughby was chairman.

Two addresses in addition to the wool panel were scheduled. Mr. Giles E. Hopkins, technical director of The Wool Bureau, Inc., was to have covered the research angle of the wool problem but was unable to attend on account of illness. His paper, however, will be presented in a future issue of the Wool Grower.

Under the title "Only Sales Can Keep the American Wool Industry Alive," W. L. Stensgaard, president of W. L. Stensgaard and Associates, Inc., Chicago, outlined a simple and practical plan for the more direct selling of wool to the American consumer. "We have outgrown the time when we can lose interest in what happens to our product when it leaves our hands," he said. "We must protect its every step until it reaches the consumer."

L. M. Pexton, general manager of the Denver Union Stock Yard Company and member of the Agricultural Advisory Committee to Secretary Benson, was moderator of the Wool Panel. In his preliminary statement he stressed the necessity of considering tariffs in relation to the international situation. "Certainly," he declared, "it would

be poor judgment to spend up to \$50,000,000 a year in defense and then lose a good friend and ally through a tariff which might interfere with that friendship and cooperation." It seemed to him better to directly indemnify the affected industry and then charge the bill as a security defense. He cautioned against pricing wool out of the market and also stressed the need of improved selling.

Considerable Sense

It was the opinion of Senator Karl E. Mundt of South Dakota that the wool situation would have to be met as a tariff problem over the long pull. "If you cannot get the right kind of tariff, then one of the other programs would work." He could see considerable good sense in having a production payment to growers come from tariffs because it demonstrates the important part tariffs play. He advised growers to give considerable thought to any program that would have to depend on a series of appropriations from Congress to make incentive or production payments. Congress, he said, might be willing to make such an appropriation once or twice, but after that it probably would be very difficult to get. Hence he stressed the necessity of tying any incentive or production payment to tariffs.

"It is a self-evident fact," said Congressman O. C. Fisher of Texas, "that there has been no sound wool policy and that there has been a lot of bungling on it in the last two decades." The Section 22 approach is sound, he said, but not a complete solution to the problem. The right solution would be a parity tariff law, but he questioned whether that could be obtained because of international relationships. He himself, was not impressed with all the talk of free trade because it was a two-way street and at present the United States was one of the lowest tariff countries of the world.

President Ernest Bentley of the Boston Wool Trade Association, presented the point of view of that organization; namely, removal of tariffs on wool and the making of support payments to producers on lamb at the point of slaughter rather than on wool.

Taxpayers' Responsibility

The position of the National Association of Wool Manufacturers was expressed by its President, Everett L. Kent. Briefly, it was this: "To the extent wool production is to be protected in the national interest, it should be the responsibility of all the taxpayers and not an application limited to the consumer who is the ultimate pur-

chaser." In other words, he favored, first, the removal of the tariff on raw wool (not on manufactures of wool) as the tariff increases the price of clothes to the consumer and, second, establish such support as is necessary to the wool grower in the form of production payments out of general taxes.

Senator Frank A. Barrett of Wyoming, the final panel speaker, reaffirmed his belief in a protective tariff, an adequate tariff which would compensate for differences in cost of production here and abroad, particularly in labor costs. He thought the imposition of fees under Section 22, as had been requested by the Department of Agriculture, should be done immediately so that such increase will be effective on the 1954 clip. If help is not made available through such methods, then Senator Barrett firmly felt that the people should be called upon to protect an industry that has been sacrificed because of the attitude toward world peace.

Mr. James H. Lemmon, president of the National Wool Marketing Corporation, was unable to attend the convention and take part in the panel discussion on account of illness.

In his statement as a member of the Federal Lands Panel, Senator Milton Young of North Dakota also contributed some ideas on the solution of the wool problem, which are included in the full report of the Wool Panel.

After Moderator Pexton had summed up the panel discussion and a few questions had been asked from the floor, the convention adjourned for committee sessions on wool and general resolutions. As indicated above, the wool question produced considerable controversy, but after several lengthy sessions the committee presented, and the convention adopted, resolutions reaffirming the position of the National Wool Growers Association that an adequate tariff on wool is the proper way to safeguard the sheep industry of the United States; urging an immediate decision by the Tariff Commission on the request for additional import fees under Section 22; asking that a more realistic method of computing parity for wool be devised; opposing any program contemplating a processing tax. (For other resolutions see page 7 and for full report of the wool panel, page 26).

Financial Report

Executive Secretary J. M. Jones presented his financial report to the convention on Wednesday morning, December 9, which is given in full on page 21.

The Lamb Panel

The lamb session, which opened at 9:30 a.m. Wednesday, December 9, was pre-

sided over by Harold Josendal of the Wyoming Association who substituted for Warren Johnson of South Dakota.

Mr. Josendal introduced Vice President S. P. Arbios, California, who, as chairman of the Special Lamb Promotion and Research Committee, moderated the Lamb Panel. He introduced the members of his panel: John Noh of Idaho; Harold Cohn of Oregon; James A. Hooper of Utah; Jack Canning of Texas and Brett Gray of Colorado who has been serving the committee as secretary. Mr. Arbios also presented distinguished guests who had been invited to assist in the discussion on the lamb program. They included: Rilea W. Doe, vice president, Safeway Stores, Inc., representing the National Association of Food Chains; Elmer Wagner, past president of the Colorado-Nebraska Lamb Feeders Association and a member of that organization's Executive Committee; Ransom M. Callicott, representing the National Restaurant Association; Aled P. Davies, director of the Department of Livestock, American Meat Institute; Nathan Morantz, of the State Packing Company of Los Angeles, representing the Western States Meat Packers Association; J. C. Petersen of the National Lamb Feeders Association and G. N. Winder, chairman of the National Live Stock and Meat Board.

Mr. Arbios then briefly reviewed the action leading to the appointment of the Lamb Committee at National Ram Sale time in August, 1953. The committee met in October, he said, and decided to submit to members of State associations at their annual meetings and at the National meeting a proposal to start the campaign with

a minimum budget of \$25,000 to be prorated among the States belonging to the National Association.

In Short Supply

Mr. Canning presented briefly the proposed correlation of the program with the State and Federal agencies and educational institutions. "Sheepmen," he said, "are in a unique position of needing to promote a product that is really in short supply." More education and information on lamb, the dissemination of that information to the public and the better distribution of dressed lamb were suggested by him as the three main points of the promotion problem.

Correlation of the lamb program with the National Live Stock and Meat Board, American Meat Institute and similar groups was the subject assigned to Mr. Hooper. He pointed out that not much would be accomplished by putting on special advertising programs. "It is much like driving a nail into a board," he explained, "you have to keep driving and driving until the nail is in the board." The National Live Stock and Meat Board was organized many years ago during a period "when the use of meat was frowned on by the medical association and advertising carried considerable propaganda against the use of meat. Through research and publicity, attitudes on meat have changed and today advertising and publicity point to the fact that meat is needed for health, for growth and for combating disease." Great commendation was given by Mr. Hooper to the American Meat Institute, Western States Meat Packers Association and other similar organizations for their excellent commercial pro-



THE LAMB PANEL consisted of John Noh, Harold Cohn, far left; S. P. Arbios; James Hooper, at rostrum; Harold Josendal, who substituted for Warren E. Johnson as chairman; and Jack Canning. Shown on the back row are some of the distinguished guests of the panel: Aled P. Davies, (behind Mr. Hooper's arm) of the American Meat Institute, Chicago; Nathan Morantz, State Packing Company, Los Angeles; Rilea W. Doe, Safeway Stores, Inc., Oakland, California; and Elmer J. Wagner, Lamar, Colorado.



This group picture was taken at the opening session of the 89th annual convention of the National Wool Growers Association. Secretary Benson was addressing the gathering.

motion of meat, in which lamb receives a good share. Through such agencies, he felt lamb was being well advertised. The great need, he emphasized, was for better distribution of the product to make the advertising more effective.

Aid from the Restaurants

Mr. Cohn, who had handled a very successful statewide campaign in Oregon, covered the desirability of coordinating the lamb program with the National Restaurant Association, use of radio and TV work. He questioned whether the Restaurant Association had ever been consulted or asked to meet with the sheepmen in considering their problems. They are good users of

lamb, pay well, and do a very good job of selling lamb, Mr. Cohn asserted. But a criticism had been made in the prices charged by restaurants for lamb chops. He cited figures to show that it probably could be sold at a lesser price. The restaurants, he said, probably tend to glamorize lamb instead of selling it for what it really is, a utility food. This pointed the need for stronger relations with the restaurant and hotel people, he said.

Mr. Noh's discussion on the panel dealt with the study of correlation of the program with the National Association of Food Chains and the National Association of Retail Stores. The retail group promised help in the program, Mr. Noh reported. When

request was made, the Agricultural Committee of the National Association of Food Chains would analyze the situation from various angles and if approved, the chains would give all possible assistance. But, Mr. Noh explained, they expected also to receive full cooperation from producer organizations including the furnishing of promotional literature.

In Summing Up

Five points were outlined by Mr. Gray in summing up the panel discussion: (1) The adoption of the proposed lamb promotion program by the convention; (2) the appointment of a permanent committee of producers to oversee the promotion; (3) the establishment and expansion as rapidly as possible, of financial backing for the program; (4) employment of a director or public relations man and (5) putting him to work. The director's job would include, Mr. Gray said, work with Government agencies, the National Live Stock and Meat Board, American Meat Institute, National Restaurant Association, retail groups and others.

Mr. Arbios called on G. N. Winder to give his views on lamb promotion. Mr. Winder promised wholehearted cooperation from the Meat Board within the abilities and limitations of its personnel. In his opinion, lack of proper distribution of lamb was one of the chief causes of the current situation. "We have consumed in this country a great deal more lamb than is being produced at the present time," he said, "but we are still pushing it into the same channels." As a new consumption area



Shown registering at the convention are (from left to right) Ralph E. Whitaker, Potter Valley, California; Donald Cameron, Pendleton, Oregon; Donald R. Richardson, Stewarts Point, California; Mr. and Mrs. Michael Barclay, Blackfoot, Idaho; Mrs. W. S. Hatch, Woods Cross, Utah; Clint Shirley, Ft. Worth, Texas; W. S. Hatch, Woods Cross, Utah; and Mr. and Mrs. Peter Obiague, Burns, Oregon.

he suggested the States of Michigan, Ohio, Indiana and Illinois with tremendous populations and pitifully small lamb use.

Concentrated Advertising

Every assistance possible from allied segments of the industry will be forthcoming in the opinion of Mr. Doe. He suggested the program should be an elastic one as to timing so that, in periods of short supply, advertising could be concentrated in areas where lamb is consumed in large quantities and then when supply is enlarged, the advertising could be widened.

Mr. Wagner said the Colorado-Nebraska Lamb Feeders Association was willing to join the producers in a lamb advertising campaign but they wanted it conducted on a year-round basis.

The National Wool Growers Association, the Meat Board, American Meat Institute and all the allied industries were commended for what they had done on lamb promotion by Mr. Petersen. As a member of a committee appointed by the feeder association to discuss the lamb campaign with producers, he said feeders wanted to offer their closest cooperation and support on any lamb program started.

Mr. Morantz brought the good news that he had been authorized by the independent packers in the nine Western States to place the Western States Meat Packers Association at the disposal of the producers on any program recommended to promote the sale of lamb on a greater and wider distribution basis than at present. He said he was in complete agreement with Mr. Winder that wider distribution was the chief factor in solving the lamb problem.

Broaden the Demand

Mr. Davies concurred in the statement that the major task was to broaden the demand for lamb. Since prices of lamb and wool are interdependent, he hoped that there would soon be some form of stability in the wool end of the business after which there could be concentration on getting stability into the lamb end. Assistance from the American Meat Institute was promised by Mr. Davies; in fact, he urged that the director employed should spend considerable time with the Meat Institute, which would make their facilities available to him.

The willingness of the restaurant people to help was expressed by Mr. Callicott. His firm operates a cafeteria (Clifton's) which caters to the masses so they use the lesser cuts and in that way were helping to move considerable quantities of meat, he pointed out. Mr. Callicott also suggested



GERALD E. STANFIELD
Public Lands Panel Chairman

Senator MILTON R. YOUNG
North Dakota

something might be done to create the use of and demand for mutton.

The resolutions framed by the convention's Lamb Committee, which met immediately following the lamb session, appear on page 8. The Executive Committee in its final session agreed to a budget of \$25,000 for lamb promotion but it will be set up separately from the association budget and prorated on the basis of lambs saved in each State. (More detailed report of the lamb panel will appear in later issues of the National Wool Grower.)

Federal Lands Panel

The afternoon of December 9 was devoted to discussion of the Federal land problem. Gerald E. Stanfield, immediate past president of the Oregon Wool Growers Association, was chairman of the session. He presented the members of the panel: Senator Frank A. Barrett of Wyoming (moderator); Senator Milton R. Young, North Dakota, Congressman Wesley A. D'Ewart, Montana, Walt Dutton, assistant chief of the Forest Service; Vernon Metcalf of Nevada, consultant to the Central Livestock Association of Nevada and the Stockmen's Grazing Committee.

The history of the controversy over the use and disposition of the public lands from the formation of the Union down to the present day was given by Senator Barrett in a scholarly fashion, as a background for the panel discussion.

Senator Young, in speaking of the proposed land legislation, referred to the opposition to it, particularly from the wildlife interests. "There is a place for such organizations and the good work they are doing," he said, "but that of first importance in America, or any place in the world, is protection of food and fibers. So, as far as I am concerned, I believe the first right on this grazing land should be the interest

of the ranchers and too, I think you have attained an over-riding right of use. You have provided a vitally important product in times of war and an equally important factor, the things that you produce have



Representative
WESLEY A. D'EWART
Montana

been a large part of the new basic wealth that this Nation has produced year after year."

Situation Analysis

As Senator Barrett gave the background of the land question, Congressman D'Ewart presented an analysis on the present situation faced by the livestock men. A revision of the entire land policy now composed of some 5,000 statutes, he said, had been undertaken. The grazing use of the public lands was one part of the great problem. The proposed Uniform Grazing Land Act, (H. R. 4023) was framed as a fair and equitable solution to the problem, but action on it had been defeated by false propaganda. Congressman D'Ewart felt that the new Hope-Aiken Bill (H. R. 6787) which would put into law some of the rules and regulations of the Forest Service now in effect, was going to meet considerable opposition too and that it would re-



"Make It Yourself-With Wool" contestants were shown around the Port of Long Beach by E. J. Amar, general manager of the Long Beach Harbor Department. "Miss Wool" of Texas, Kathryn Gromatzky, is shown on the deck of the boat with Mr. Amar.

quire the unified efforts of everyone interested in better management and better conservation of the range to secure its passage.

Senator Barrett, however, did not think they would have the trouble with H. R. 6787 that they did with H. R. 4023. "That bill (H. R. 6787) is sponsored by the President of the United States through the Bureau of the Budget," Senator Barrett pointed out. "It is sponsored by the Secretary of Agriculture, Mr. Benson; it has been approved by the Forest Service and if we can't get bills through under that set of circumstances, we're never going to get any through. We're going to get that bill through, that's all there is to it."

Mr. Dutton briefly covered how the Forest Service had been affected by the recent reorganization of the Agriculture Department. The differences in Forest Service regulations and the proposals in H. R. 6787, he said, were mainly appeal to the courts from decisions of the Secretary of Agriculture and required compensation to permittees for loss of range improvements. Mr. Dutton also emphasized the great potentialities for increased range forage and livestock production.

Near Complete Control

The stockmen's views on the Federal range problem were concisely presented by Mr. Metcalf, who stressed that under pres-

ent Federal land policy, a situation has arisen where "substantially complete control not only of Federal pasture tenancy privileges but also of the tenant's required investment has been imposed." Details were given showing that corrective changes in the country's land use policy were quite over due. The proposed companion bills, S. 2548 and H. R. 6787 "while not going as far as some on our side would like in safeguarding the secondary rights usual for pastoral tenants . . . represent at least in general a fair start in that direction."

The Federal Lands Committee recommended, and the convention adopted, a resolution favoring the principles of S. 2548 and H. R. 6787 and urged the early passage of this legislation.

President Willoughby and Vice Presidents Wallace Ulmer, Montana; John Breckenridge, Idaho; Don Clyde, Utah, Russell Brown, Washington and S. P. Arbios, California were all re-elected at the final business session of the convention Thursday morning, the 10th, and the recommendations of the six committees - General Resolutions, Wool, Lamb, Federal Lands, Transportation and Predatory Animals - were acted upon by the convention. At that time also, the wool growers had the pleasure of hearing something about the sheep business in Australia from Mr. O. M. Falkiner, the directing manager of F. S. Falkiner and Sons, Pty., Ltd., which owns one of the

largest Merino stud flocks, among other extensive properties, in Boonoke, Conarga, New South Wales, Australia. Since 1949 Mr. Falkiner has also been president of the New South Wales Sheep Breeders Association.

Mr. Elmo Ellsworth of Las Vegas, at the final session, presented a bid from his city for a National Wool Growers' convention in the near future. The 1954 convention is set for the Hotel Utah in Salt Lake City, December 6-9, 1954. Decision on the 1955 site will be determined probably by the Executive Committee when it meets in Flagstaff, Arizona, July 14-15.

Executive Committee Meetings

The Executive Committee of the National Wool Growers Association met the afternoon of December 7 to take care of pre-convention matters and again on the afternoon of December 10. At the latter meeting J. M. Jones was re-elected unanimously as executive secretary-treasurer and Edwin E. Marsh as assistant secretary. The Executive Committeemen from the 12 affiliated State associations were also designated as follows:

Arizona, M. P. Espil, Jr.; California, Frank Noriega; Colorado, Frank Meaker; Idaho, John Noh; Montana, S. E. Whitworth; Nevada, Chandler B. Church; Oregon, John V. Withers; South Dakota, Edward Waara; Texas, Walter L. Pfluger; Utah, M. V. Hatch; Washington, Corwin H. King; and Wyoming, Harold Josendal.

The vice presidents of the Association will serve as the Legislative Committee of the National Wool Growers Association under the chairmanship of President Ray W. Willoughby.

Fun and Hospitality

A Kaffee Klatch the afternoon of December 7 made a happy opening for the convention. Following the final business session on the 10th, many of the convention delegates took advantage of the hospitality of the Long Beach Harbor Department in furnishing a tour of their famous port on the "Shearwater." That evening, of course, everyone was present at the social hour, banquet, floor show and dance in the Marine Room of the Wilton Hotel, and as always, a good time was had by all.

Miss Wool of Texas and the 28 finalists of the "Make It Yourself-With Wool" contest appeared before convention delegates in the Concert Hall of the Municipal Auditorium the evening of December 9 in one of the finest presentations ever made at a national convention.

Vice President Clyde's

Response to Welcome Address

ON behalf of the wool growers assembled in this convention, I wish to say we deeply and sincerely appreciate the welcoming addresses which we have heard this morning, but more particularly do we appreciate the hospitality and the kindness and the consideration and the service which we have received since we came to Long Beach. They say hospitality originated primarily in the West, and since I have come to Long Beach I think perhaps it intensifies as you go west, and I think we have probably reached the highest degree here upon the Pacific Coast, for we have been royally received and we appreciate it.

The selection of Long Beach as the site of the 89th National Wool Growers Convention was a popular choice with the members of this Association. A visit to your remarkable State is always regarded with enthusiastic anticipation. To us, California is the land of opportunity — the State of innumerable resources and industrial diversification; the place of continual sunshine; home of the movie stars and Hollywood; land of orange groves and vineyards; oil wells and air plane factories; seaports and ocean commerce; home of the famous redwoods; sponsor of that spectacular event, the "Carnival of Roses."

I am not stopping in this delineation because I have exhausted this versatile State's resources, but because I don't care to become monotonous. A State which supports over three million head of range sheep and, in addition, furnishes pasture and a consumer market for other millions from adjacent States is, in my estimation, a proper place to discuss the importance of the wool growing industry.

The production of sheep is one of our oldest and most respected vocations. The history of sheep husbandry is inseparably entwined down through the annals of time with man's progress. Man and his sheep — historically they have been inseparable. The sheep has proved to be the most useful of all of man's domesticated animals. Its superior fiber, wool, clothed him; its nutritious meat fed him; its pelt lined his coat, made shoes for his feet, gloves for his hands, and provided a receptacle to carry the water which quenched his thirst.

So highly regarded were those men who followed the raising of sheep as a vocation, that the greatest event in Christian history was first made known to the shepherds who watched their flocks by night, outside the Holy City.

When Columbus, the Italian navigator,

sought a backer for his voyage which resulted in the discovery of the American Continent, Isabella, Queen of Spain, intrigued by this sailor's theories and enthusiasm for undiscovered continents, sold Spain's royal sheep, and with the money bought and outfitted the three sailing vessels — the Santa Maria, the Pinta, and the Nina—which made that memorable voyage.

In the hold of the Mayflower, and on every other ship which brought groups of American colonists to the new world, came

A Memorial Is Founded

TO perpetuate the honor and esteem with which the late F. R. Marshall is held by the organization which he served as secretary for 23 years, the National Wool Growers Association, on action taken by its Executive Committee in Long Beach on December 10, 1953, will designate the plaque given each year by the Association to the high team for lamb judging in the Collegiate Livestock Judging Contest in the International Livestock Exposition, as the F. R. Marshall Memorial Trophy.

This contest is sponsored by the National Live Stock and Meat Board of which Mr. Marshall was a charter member and as such suggested many of the approaches to the lamb merchandising problem adopted by the Board.

The trophy is also appropriate because it will commemorate his services as an agricultural teacher and a livestock judge, and his great interest in young people and their advancement. Each year's plaque will have inscribed on it a statement outlining the contributions of F. R. Marshall to the livestock industry. This is the first memorial, it is believed, ever set up by the National Wool Growers Association.

The Invocation Vicar Hiram B. Crosby

Almighty God, we beseech Thee to look with favor upon your land and people; all underserving, Thou hast made us great among the nations of the earth. Let us not forget that this place and this power have come of Thee, and that we have them as a trust to use in Thy service.

Save us from pride and arrogance; make us quick to see the needs of those less fortunate than ourselves, and to be resolute in purpose to promote good will and fellowship among all men.

We ask Thy blessing upon the members of this convention, that remembering Thou hast given man dominion over all living things, they so plan and direct their actions, that all that they do is accomplished in Thy name and glory. This we ask in the name of God, the Father of all men, Amen.

the indispensable sheep to make man's subsistence on the bleak Atlantic Coast possible.

As the vanguard of civilization pushed north, south and west over the American Continent, a small band of sheep invariably followed the prairie schooner in search of new homes. Early histories of California record that sheep came to the Pacific Coast both overland and by boat.

Wherever there were new lands to conquer, new homes to be established or new frontiers to tame, the lowly sheep converted the scanty or luxurious grass, weeds and browse into a stream of indispensable products, without which it is doubtful if man's pilgrimages, colonizations or accomplishments could have been successful.

Yet, since the days when Abraham found a lamb caught in the thicket by its horns, and used it as a sacrificial offering in place of his son Isaac, the wool growing industry has been the sacrificial victim of almost every political administration. During the last two decades, the sheep industry has burned on the sacrificial altar of Government manipulation in the form of ceiling prices, reduced tariffs and the promotion of good-neighbor trading policies, until sheep numbers have decreased from 55 million in 1940 to 26 million in 1953 — a loss of more than 50 percent. Unless this downward momentum is checked, the raising of sheep in this country will soon become an extinct occupation.

Today this great industry stands at the crossroads of survival. Upon you wool growers assembled at this convention is thrust the responsibility of making wise decisions and initiating far-reaching policies which will restore the wool growing industry to its former position of profit and respectability, or watch it be forced into oblivion by our own Government's encouragement to foreign countries to flood our seaports with enormous supplies of cheap foreign wool and woolen products.

Association Activities Included Numerous Items in '53

(EDITOR'S NOTE: Published here is the second half of the address given at the National Wool Growers Convention by President Ray W. Willoughby. The first half of President Willoughby's talk dealt primarily with Association efforts and accomplishments in tariff matters and various methods suggested for the solution of the industry's problems. Much of this material was published under the heading "Time Is Running Out," in the December issue of the National Wool Grower.)

AS if these all important problems (tariff and wool program proposals) weren't enough to consume the energy of the National Wool Growers Association during 1953, you will be interested to know that we have had another active year in doing a number of things to protect and promote a debilitated industry.

We have again this year been active in pressing for the "Buy-American" application to wool. The Defense Department for the current fiscal year, ending June 30, 1954, is required, as last year, to purchase domestic wool and wool fabrics whenever they can be obtained in satisfactory quality, in sufficient amount and at a reasonable price. Now pending is a bill which would insure that in all Federal purchases, preference be given to domestic wool. This would avoid the difficulty of having the provision included in the Defense Appropriations Act each year. We understand the Department of Agriculture indicated they will give a favorable report on the measure.

The Department of Agriculture in February of 1953, changed its method of computing the parity price of wool to a season average during the immediate preceding ten years instead of a simple average of mid-month prices of the ten-year period. This is a decided victory for us as we have fought for its adoption for the past three years. Its importance may be summed up in this simple statement: If every pound of the 1953 clip had to go into the loan support program, the new method of computing parity base prices would mean about \$3,500,000 more to the growers.

Lamb Promotion Plans

The National Association is also at work on preliminary plans for an intensive nationwide lamb promotion and research program. In August, 35 representatives of different branches of the lamb industry, met to con-

sider the promotion problem. As a result of that meeting I appointed a Special Lamb Promotion and Research Committee, with S. P. Arbios of Stockton, California, as chairman and the following members: James Hooper, Utah; John Noh, Idaho; Harold Cohn, Oregon; Jack Canning, Texas; and Brett Gray, Colorado, secretary. The committee met in Salt Lake City, October 7th and will present the proposed program of financing and the type of campaign to be followed, as prepared at that meeting later in this convention.

Certainly one of our great needs is an intensive campaign to present lamb to the public in the most attractive way possible; to help redistribute lamb in any period, or area, of over-supply, and to develop new outlets as rapidly as supplies will permit. The need for all States and all segments of the industry to get behind such a program is obvious. This can only be made to work successfully with such complete cooperation.

Effective Promotion

I would like to add that some very effective lamb promotion work at community levels, particularly in California, Colorado, Texas and Oregon, has been carried on in 1953. These campaigns proved most beneficial in increasing the demand for lamb. Retailers, newspapers, radios, television stations and extension service workers gave excellent support to the programs. The National and State women's auxiliary groups have given, and will continue to give, strong help in promoting use of lamb locally. Out of the somewhat limited lamb promotion funds the National Wool Growers Association now has on hand with the National Live Stock and Meat Board and with added contributions from the Colorado-Nebraska Lamb Feeders Association, two new and very colorful lamb promotion



PRESIDENT WILLOUGHBY

pieces have been widely distributed in 1953. One of these is a ten-page folder entitled "Let's Have Lamb," presenting facts about lamb, how to cook it, and how a variety of cuts can be served in a most economical and appetizing manner. Half a million copies have been printed. The other promotional piece is a lamb chart for use in retail butcher shops, showing 14 different cuts and how to cook them. Ten thousand of these charts have been made available.

Backing up the Department of Agriculture's program for more research, the National Live Stock and Meat Board is now asking for increased collections for its work on behalf of meat. On lambs, the increased collection would bring the deduction up to \$1 per car, 50 cents going for the general meat work and 50 cents for the special lamb fund. A large part of the Board's expanded work would be in the field of television. We hope you will support this program wholeheartedly.

It has also been proposed that the National Wool Growers Association make a study of lamb importations and their effect on domestic production. Executive Secretary Jones has already testified in Washington this year before the Senate Committee on Agriculture and Forestry, asking for sufficient tariff protection against the unfair competition domestic producers have to meet in lamb importations from countries with low wage scales and low costs of production.

Tax Victory

In the matter of taxes, a real victory in the long controversy over livestock tax accounting was achieved by sheepmen's organizations and the National Live Stock Tax Committee when the Treasury Department released, on May 12, 1953, a statement indicating that the Bureau of Internal Revenue would no longer refuse to approve requests by livestock raisers to shift from the accrual method to the cash receipts and disbursements method. In other words, they are not going to require capitalization of the costs of raising breeding stock. This enables stockmen to take full advantage of provisions of Section 117 (j) of the Internal Revenue Code.

Disaster Loans

Emergency and economic disaster loans were made available by the enactment of Public Law 115 on July 14, 1953. This legislation provides additional credit for established stockmen who cannot obtain funds from private or co-operative credit sources. This financial relief is available for both economic disaster and natural disaster, such as droughts, floods and windstorms. In addition the Government has lowered the cost of feed for drought areas.

Sheep Health Program

Healthy disease-free sheep are important to the welfare of the industry at all times and the National Association has again, in 1953, carried on a health program. Intensive research and field projects on vibriosis, under the direction of the National Association's Vibriosis Committee, have been set up by the Colorado A. & M. College; Idaho Agricultural Experiment Station and the Idaho Sheep Commission; Montana Veterinary Research Laboratory; Utah State Agricultural College; Wyoming State Veterinary Research Laboratory; the University of Wyoming and the U. S. Sheep Experiment Station at Dubois, Idaho. Disastrous losses in lambs through vibronic abortion in ewes, led to the establishment of this committee in 1952. While progress is slow, we have, as one man expressed it, about \$1 million worth of important research under way at a comparatively small cost. It shows what can be done by cooperative effort and we hope by 1954, to find the answer to control of the organism causing these abortions, resulting in financial loss to the sheep producer.

Two new sheep diseases now causing concern are scrapie and blue tongue. The National and State associations have taken

an active part in securing proper action of the Bureau of Animal Industry to prevent the spread of these diseases. The development of a formula for a vaccine to immunize against blue tongue is now being developed by the University of California, with the Lederle Laboratories cooperating. Indemnity payments have been provided by the Federal Government under Public Law 227, approved August 8th, to help eradicate blue tongue and scrapie.

Help in Labor Problems

To further alleviate labor problems in some of our Western States, plans were made early in the spring of 1953, by joint efforts of the National Wool Growers Association and the California Range Association, in conference with Washington officials, for importation of herders under the Omnibus Immigration Act. This Act, passed in 1952, provides that the first 50 percent of the immigration quota for each quota area shall be filled by skilled workers needed in this country. Herders are included.

Scarcity of competent sheepherders in some areas is still listed as a current problem. The California Range Association contemplates bringing in another group of herders from Spain in the near future. They may be able to assist individual sheepmen who need help.

The period in which Mexican agricultural labor may be available for employment in this country was extended this year by Public Law 237 to December 31, 1954. To Secretary Ernest Williams of the Texas Association should go a large part of the credit in getting the whole Mexican labor problem simplified.

Transportation Problems

Association efforts to obtain relief from high or excessive transportation costs in 1953, have not been successful. However, 50 percent freight rate reductions have greatly aided livestock men in drought areas. The western railroads, cooperating with the Government's drought relief program, also put into effect on July 1, 1953, 50 percent rate reductions in livestock feed to areas designated as "stricken" by the U. S. Department of Agriculture.

During the first seven months of this year, a total of \$11,241.22 was paid back to the members of the National Wool Growers Association and the American National Cattlemen's Association representing overcharges on freight bills and reparations on freight claims. This money was collected by the traffic manager of the two national associations, at one half the usual cost for

such service. It is a service available to all association members.

Wool Bureau Work

We in the more sparsely populated areas cannot begin to appreciate the work that is being carried on in our large population centers to promote and increase the popularity of wool. Time does not permit going into detail on the many and varied activities of The Wool Bureau in New York City, whose wool promotion, educational and technical programs you growers help to support. Briefly, I will point out five major fields of their 1953 work: (1) Pictorial layouts and articles on wool fashions, distributed to newspapers all over the Nation; (2) Sales training programs in wool for department stores, including the film, "Seven Wonders of Wool"; (3) Publicity projects to popularize wool, such as the "Miss Sweater Girl of 1953" campaign; (4) Technical research to find new uses for wool; and (5) Paid advertisements selling the virtues of wool clothing, featured in such papers as the New York Times, with circulation reaching into the millions. Proper deductions from your wool account will help to continue this important work.

Busy Year

From this report you can see that your National Wool Growers Association had another busy year, a year of some accomplishment, with a promise of even greater achievement to come in 1954. Thanks to you, these important accomplishments of 1953 have been made possible. Now, more than at any time, we need your continued support in our efforts to secure legislation that will make the domestic wool producing industry a sound, strong segment of agriculture in the United States.

We must never reverse our stand for adequate tariff protection and eventually there may be an awakening as to its necessity; but HERE and NOW is our last ditch opportunity to save the domestic wool industry and to bring domestic wool production into balance with the rest of our economy.

It is very important that all of us work together and help to determine a logical program to keep our domestic wool industry above water. We cannot emphasize too strongly the absolute necessity for all of us to coordinate our efforts and to cooperate on a program. It will be vital for all of us to back that program if it is to be enacted by Congress. We need the help of all of you and we need it NOW!

The National Wool Grower

The Treasurer's Report

The National Association

FOR the fourth consecutive year all of the States affiliated with your National Association have met 100 percent of their quota as established by the Executive Committee. Special commendation is deserved by the officers and members of the State Associations, particularly in view of the difficult economic problems facing the producers in every State.

Because of these economic problems the Executive Committee reduced the State quotas from \$48,000 in fiscal year 1952-53 to \$35,000 for this fiscal year. This, as indicated above, was paid in full. The 1953 National Ram Sale further indicated the economic plight of the industry and the net from this source amounted to \$2,941.39, a reduction of \$6,336.41 from a year ago. Other income totaled \$364.40, to make a total income of \$38,322.04.

Quotas Not Enough

It was recognized by the Executive Committee last year that State quotas of \$35,000 would not meet the anticipated expenses and, therefore, \$20,000 was budgeted from the surplus to carry on this year's work and \$13,618.46 was spent from surplus during this fiscal year, November 1, 1952 through October 31, 1953.

Total expenses borne by the National Wool Growers Association totaled \$51,940.50. Salt Lake office, organization and convention expense totaled \$21,981.20; Washington expense, freight rate work, lamb marketing, public lands and vibriosis research totaled \$9,401.30; subscriptions to the National Wool Grower, \$20,558.00, resulting in the total of \$51,940.50.

The National Association had an accumulated surplus October 31, 1953 of \$76,432.82.

Special Lamb Funds

Special lamb campaign funds with the National Live Stock and Meat Board as of October 31, 1953 totaled \$24,302.10. Income for the year amounted to \$7,207.65 and expenses of \$3,874.46. Of this amount \$3,844.39 represents one-half of expenses incurred in connection with special lamb campaign sponsored by the National and the Colorado-Nebraska Lamb Feeders last year.

Packers making these collections, which we greatly appreciate, were: Armour and Company, at all of its plants; Iowa Packing Company, Des Moines, Iowa; Rath Packing Company, Waterloo, Iowa; St.

Louis Independent Pack, St. Louis, Missouri and Swift and Company at its plants.

Support has continued to come from commission men. These included the Denver Livestock Exchange comprised of John Clay and Company; Denver Livestock Commission; Mike Hayes, Producers Livestock Marketing Association, and Wilkins and Company, Ltd.; Clovis Cattle Commission Company of Clovis, New Mexico; these Ogden firms—John Clay and Company; Collings and Burbank; L. L. Keeler and Company; Walter H. Lovell and Producers Livestock Marketing Company; the Omaha Livestock Exchange of Omaha, Nebraska; Peterson Sheep Company of Spencer, Iowa and Texas Livestock Marketing Association of San Antonio, Texas.

Again we appreciate this continued support and cooperation.

The American Wool Council, Inc.

Receipts for the American Wool Council for the fiscal year ending October 31, 1953 are slightly above last year—\$34,495.05 compared with \$33,067.66. Income from producers increased materially (\$16,750.69 compared to \$4,669.97). Manufacturers' contributions of \$4,855.44 were half of last year's. The packers as usual, continued their good record with \$10,384.82. The National Wool Trade Association contributed \$4,580 last fiscal year but nothing for this year, and the National Wool Marketing Corporation contributed \$1,000 this year. Munro, Kincaid, Mottla, Inc., and the Ohio Wool Growers Cooperative Asso-

Doggett Receives Conservation Post

Howard J. Doggett, past president of the Montana Wool Growers Association and Montana State Chairman of the Agricultural Conservation Program, has been appointed by Secretary of Agriculture Benson as area director in that service. He will have direction over the nine northwestern States with headquarters in Washington, D. C.

While establishing a residence in Washington early in the new year, the Doggetts are keeping their home in Townsend, Montana, open as Mr. Doggett will be making periodic trips to his home State as part of his duties and the family expects to spend their vacations in Montana.

ciation made direct contributions totaling \$1,500.

Armour and Company, Rath Packing Company, Swift and Company and Wilson and Company continued their support of the American Wool Council.

Disbursements for the year totaled \$38,801.02 and were \$4,305.97 in excess of receipts. This expenditure completely depletes the American Wool Council treasury, which at the close of the fiscal year shows a deficit of \$43.85. Future plans, however, call for an improved financial position.

—J. M. (Casey) Jones

Subcommittee Hears Need for Tariff

THE wool growers' urgent need for a fair and reasonable tariff based on costs of production or a revised wool parity, was presented to the Senate Raw Materials Subcommittee on December 18 by Executive Secretary J. M. Jones of the National Wool Growers Association and Robert Franklin, public relations counsel for the Allied Wool Industry Committee.

Senator George Malone of Nevada, chairman of this subcommittee, held hearings at several points in the West during the fall.

The grower representatives stressed the fact that they want fair tariff protection "applied all the way through the textile industry." This position, Senator Malone pointed out, was different from that of some wool textile manufacturers who want tariff protection for textiles but not for raw wool.

Executive Secretary Jones told the Committee the National Wool Growers Association would like to see Congress adopt a new general approach to tariffs, but that wool growers must continue to seek special legislation, such as that covering "parity tariffs," because change in general policy is so slow in developing.

Another strong witness for adequate tariff protection appearing before the Malone committee on December 18, was O. R. Strackbein, chairman of the Nationwide Committee of Industry, Agriculture and Labor on Import-Export Policy. To correct the impression that the group seeking adequate tariff was a small selfish one lacking interest in national welfare, he asserted that "25 percent of all the persons employed in the United States are, directly or indirectly, in industries vulnerable to imports."

STEIWER ELECTED PRESIDENT

W. H. Steiwer of Fossil, Oregon, past president of the National Wool Growers Association, was elected head of the American Wool Council, Inc., by its directors in their annual session on Monday afternoon, December 7, 1953 in Long Beach, California. J. Kenneth Sexton, Wil- lows, California, was chosen as vice president. They succeed J. B. Wilson of McKin- ley, Wyoming and S. L. Stumberg of San- derson, Texas, who have served as presi- dent and vice president respectively for the past two years. J. M. Jones was re-elected secretary-treasurer and Edwin E. Marsh, assistant secretary.

A change was made in the manner of selecting directors to represent the Amer- ican Wool Council in the directorate of The Wool Bureau. Under the new policy approved at the Council meeting, the presi- dent of the American Wool Council and the president of the National Wool Grow- ers Association will automatically serve as two of the Council's representatives on The Wool Bureau board and the third director will be selected from the Council of Direc- tors.

Third Director

S. L. Stumberg, immediate past vice president of the Council, was elected as the third director. He will serve with Coun- cil President Steiwer and National Asso- ciation President Ray W. Willoughby as the Council's representatives on the Board of Directors of the Bureau.

Due to the difference in the legal set- up of the American Wool Council and The Wool Bureau, however, J. B. Wilson, S. L. Stumberg and H. J. Devereaux (South Da- kota) will serve as Wool Bureau directors until June, 1954.

Prior to the election of officers and other business transactions, Mr. Wilson told of the selection of Max F. Schmitt, New York advertising executive, as president of The Wool Bureau on November 23 (Wool Grower, December, Page 6.) Mr. Wilson expressed the opinion that the choice was a good one.

The Boston Wool Trade Association for the first time since the origin of The Wool Bureau, Mr. Wilson stated, has raised, and will contribute, \$175,000 each year for three years to be spent in consumer advertising. The International Wool Secretariat, which with the American Wool Council makes up the Bureau, has agreed, Mr. Wilson stated,

to match the wool trade contribution in addition to their regular Bureau budget.

"The International Wool Secretariat," Mr. Wilson stated, "is hopeful that the Boston Wool Trade will be able to increase their contribution to \$200,000 annually for the three years, in which event the over- seas group will match that amount. In any event, \$350,000 will be spent in consumer advertising this year."

"Good Job"

Mr. Wilson reported the work of the Bureau as going along in good shape. Mr. F. Eugene Ackerman, immediate past presi- dent of the Bureau, he said, had employed some very competent people and so far as the officers could tell, the work was moving



W. H. Steiwer, Oregon, left, is the new presi- dent of the American Wool Council. The new vice president is J. K. Sexton, California, right.

along all right. While Mr. Wilson did not feel competent, and did not think the other members of the Council of Directors were competent to appraise the full value of the work, he was impressed that the Bureau was doing a good job. "That is the general impression you get," he concluded, "in checking with the people connected with the textile business."

The Wool Bureau will have \$1,200,000 to spend for wool promotion this year in this country, H. J. Devereaux, reported. In reviewing the wool promotion activities, he

stressed TV work and Pathe films. Under the direction of Miss Betty Tanner, he said, The Wool Bureau has prepared 24 films for Pathe News. The fact that Pathe will accept what Miss Tanner proposes, he pointed out, speaks very highly for her talents. If these films had to be paid for in dollars and cents, the expenditure would be in excess of the entire outlay of the Bureau for all the years it has been operat- ing. He emphasized, as did Mr. Wilson, that all of the Bureau's activities had been handled on the basis of wool as wool with- out political angles of any kind entering into the picture. He pointed out that since the countries represented in the Interna- tional Wool Secretariat supply the Ameri- can market with two-thirds of the wool used here, they fully recognize the impor- tance of building up and maintaining a strong demand for wool in this country.

The directors of the American Wool Council adopted a budget which included \$30,000 for The Wool Bureau as funds are available during the coming year.

Full Endorsement

Full endorsement to The Wool Bureau's promotion work was given by the National Wool Growers Association from the con- vention floor by the adoption of this resolu- tion: "We give hearty endorsement to The Wool Bureau's program. We congratulate them on their efforts to obtain proper recog- nition for wool as a superior clothing fiber and for publicity that will place wool in its proper position as nature's incomparable fiber. We commend The Wool Bureau and urge that its work be carried on."

The Council meeting was attended by 53, including full representation from the 12 affiliated State associations; National Auxil- iary President Mrs. J. T. Murdock; Fred Earwood, representing the American An- gora Goat Association; J. C. Petersen, rep- resenting the Lamb Feeders group; G. H. Tomfohrde and O. T. Evans of the West- ern Wool Handlers Association; Garvey Haydon and L. M. Kyner, the packer rep- resentatives; Roy A. Ward, one of the wool cooperative members, and others interested in wool promotion.



Secretary Benson, President Willoughby and Mrs. J. T. Murdock,
National Auxiliary President.

The Wool Problem

Speech delivered at the National Convention
by Secretary of Agriculture Ezra Taft Benson

It is truly a pleasure to be with you here in Long Beach at this 89th annual convention of the National Wool Growers Association.

I am glad that the Nation has organizations such as yours, dedicated to the task of promoting the welfare of American wool producers—and of farmers in general. For nearly a century your organization has been battling for fair prices, fair incomes, and broader markets—and you are still in the forefront of that battle today.

American farmers and ranchers are facing many grave problems. We are confronted, for example, by problems of drought and basic water conservation. These are problems of nature, and of the right use of natural resources.

We also have problems of domestic economics—such as the cost-price squeeze and the price support question.

Then we have problems of world economics—such as our declining export markets for farm products.

Many of these problems have come to a head this year—after building up to a climax during the past several years.

And yet, though we do not—and never will—minimize the agricultural problems that confront the Nation—we can—and we must—have firm confidence that American farmers and ranchers, with the help of their Government, can master any problem now in sight.

The great agriculture we find in this country today—and the wool industry is a fine example—came into existence only through sacrifice, work, courage, and the violent expenditure of the strength of free

men and women. Brave Americans gave their lives in the birth, and growth, of your industry. There was an era in the West when the Colt revolver and the Winchester rifle played a role no less vital than the horse and the barbed wire fence.

We thank a kind Providence that the era of violence is past. But let us always remember that the day of courage, work, and sacrifice is never done.

The history of your industry has not yet been fairly written. In the romantic novels of the West it is the cattleman and cowboy, not the sheep raiser and herder, who are immortalized. And yet you and I know that for courage, perseverance, devotion to principle—yes, for pig-headedness, too—there was no difference between these stalwart specimens of the American West.

I mention these things for one purpose only—to lead up to a question—this question: Can we be timid facing our problems today when we recall the struggles of our forerunners in establishing the great agriculture we have today?

Let us proceed with the grim resolution that we *will* solve our problems—not solely for our individual benefit—not alone for the advantage of agriculture—but for the welfare of this choice land we all love so devotedly.

Now what are the major problems facing the wool industry. Let's look at the basic facts squarely.

Fact Number One

American wool growers do not produce nearly enough wool to supply our domestic

needs—yet large quantities of American wool are going into storage through the price support operations of the Commodity Credit Corporation—and are remaining there unused. The wool stocks held by CCC have risen to nearly 100 million pounds. Unless the market picks up, these stocks will continue to grow. That means heavy expense to the taxpayer.

Fact Number Two

With domestic wool prices supported at 90 percent of parity, the American producer is losing more and more of his market to foreign producers. During the past year we have had a tariff on wool of 25.5 cents per pound. Yet foreign growers have been able to undersell our price-supported wool in the American market. Whereas, before the war we produced three-fourths of the wool used in this country, our current production makes up only about a third of our consumption. The rest is imported.

Fact Number Three

It appears that the present program is not effective in providing attractive returns to our wool growers. With prices supported at existing levels, many of our sheep and wool producers have been going out of the business. According to the Bureau of the Census, there were 46 percent fewer farms reporting sheep in 1950 than a decade earlier.

Sheep numbers have declined sharply. Sheep numbers fell from 49 million head in 1942 to a record low of 26 million in 1950—the sharpest drop in history. Although they went up slightly in 1950 and 1951, they have declined again in the last two years.

These facts are of vital importance to the whole Nation.

The American people have a choice to make. Should they permit the progressive weakening of our wool industry to proceed unhindered, or should they make a determined effort to solve the problem and maintain efficient wool production as a part of our economy? If they choose the latter, they must face the fact that maintaining the industry in a sound and healthy condition will probably involve some form of subsidy or unusual assistance from the Government.

I say the American people must decide. Actually, through the Congress, they have already determined that the domestic sheep and wool industry is essential to our national welfare.

Most of our wool imports come from far across the seas. Consequently, our supply lines in time of war are exposed to enemy action. If we still consider wool a critical material, we must safeguard our domestic

wool industry as a measure of national defense. Moreover, we need a sound sheep and wool industry for an adequate and varied meat diet. We need it to enable us to make effective use of our grazing resources. And, by no means least important, soundness in this industry is vital to the entire business and agricultural economy of our sheep-producing areas.

The Congress has established a long-range goal of 360 million pounds of domestic wool production annually. In other words, the Congress has decided that we must not only maintain, but strengthen, the wool industry. To do this requires action by Government and by the industry as a whole, including producers on the farms and ranches.

We clearly need a new wool program. It should be a program designed to assure growers fair returns for efficient production, without pricing wool out of the market or laying too heavy a burden of costs upon the consumer. It should involve a minimum of cost to the taxpayer, and minimum Government interference with growers and processors. It should encourage efficiency in production and marketing. And finally, it should be in line with our over-all farm and international trade policies.

How shall we develop such a program? What specific measures would be effective in restoring the prosperity of this industry? And of these measures, which would be most likely to serve the national interest and meet with public approval?

As you know, President Eisenhower last July asked that the Department of Agriculture make a broad study of our wool situation, looking toward action that would attack the basic problems that now beset us.

We have been proceeding with this study, in cooperation with all parts of the wool industry. We have had numerous consultations with your leaders, and with those of other groups.

During the course of this convention, I am informed, you will make your official recommendations for a new Government wool program, designed to meet the severe problems now facing the wool industry. I look forward to receiving them. Your recommendations, as well as those from other parts of the wool industry, are basic as guides to desirable public action.

I understand there are rumors that the Department has already decided on the wool program it will recommend to the President and the Congress. Let me assure you that these rumors are wholly false.

We have not yet received your convention's suggestions, and we have yet to hear from other large farm groups. *I say to you here and now that our report to the Presi-*

dent, when made, will take into full account your views, and the views of all segments of the wool industry, as well as the public interest.

Moreover, it is the Department's function to advise but not to attempt to decide on types of programs to be undertaken. We've had enough of that in the past. It is the job of the Congress to decide on programs with the leadership and guidance of the President. Our responsibility in this case is to survey the situation of the industry, obtain the views of wool growers and other interested groups, analyze the probable effects of the various proposals suggested, and faithfully report our recommendations to the President and to the Congress. That is the way our Government is *supposed* to operate — and that is the way it is now being operated.

So the recommendations you adopt here will not only be welcome — they will be a necessary part of the final job. I am sure that they will help materially in the task of outlining the needs for public action to restore soundness and health to the wool industry.

Let us look now at some of the principal proposals that have been offered.

They fall into four main categories: (1) Tariff increases or imposition of import fees; (2) establishment of quotas to restrict imports; (3) loan or purchase programs; and (4) the use of wool payments to growers, to be made whenever market prices fail to provide returns at specified levels.

Let us look at these suggestions in some detail.

(1) Tariff Increases or Imposition of Import Fees

As you know, the Department has recently requested action by the Federal Tariff Commission to levy import fees in addition to the present tariff. We made this request in accordance with the law, since wool imports were seriously disturbing the domestic market and our price support program. The levying of import fees, at best, can be regarded as only a temporary expedient.

The fact is that action to raise tariffs or levy import fees on wool would seriously impair this country's foreign relations. It would tend to restrict international trade, encourage retaliatory actions, and foster ill-feeling. This country, as a great creditor nation, has too big a stake in building up mutual friendship and trade in the free world to embark on any program to restrict our trade with friendly nations at this time.

Furthermore, such action would create a competitive windfall for synthetics and

other fibers, by increasing the price of wool to consumers. These synthetics are domestic products, not subject to tariff or other levy. If the price of wool is out of line to the consumer it can only mean less demand for your products. It is something you must consider. You should consider it now.

(2) Establishment of Quotas To Restrict Imports

This suggestion would call for import quotas, to restrict supplies in the domestic market and thereby raise the price of wool. Again, this would tend to discourage trade between the free nations. Moreover, by increasing the cost of wool to consumers, it would weaken the position of wool relative to competing fibers. Finally, import quotas would be very difficult to administer.

(3) Loan or Purchase Programs

Continuance of Government loans or purchases has also been discussed. As in the past, this method would guarantee the wool producer a fixed percentage of parity and give him an opportunity to get a higher price if the market rose above the support level. It would tend to stabilize prices around the support level. The current program, however, has not been satisfactory to many producers. And, it is costly to administer. The Government's losses under this program totaled some 92 million dollars between 1943 and 1952 — more than for any other storable commodity.

(4) Wool Payments

It has been suggested that such payments be made to producers whenever necessary to assure them reasonable returns. This method of support would be similar to that now used for sugar producers. Those who favor it point out that sugar and wool are the two major products grown in this country of which we are net importers, and that there is a basic similarity in their marketing situations. This plan would have the advantage of eliminating the build-up of storage stocks by the Government, since the present loan and purchase program would be unnecessary.

Growers' returns would be supported at some predetermined level. Wool prices in the domestic market would be permitted to seek their natural level, as protected by the current tariff. Whenever prices fell below an announced level the Government would make direct wool payments to producers sufficient to bring returns up to the desired minimum.

Such wool payments could be used either as the sole means of support or in conjunction with other methods of support.
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G. M. Maddox of the F. W. Woolworth Company is shown giving Mrs. J. T. Murdock, president of the Women's Auxiliary, Woolworth's check for \$5,000 to pay for the transportation of the 28 State contestants to the national sewing contest. The Woolworth Company has done this for several years and plans to do it again in 1954.



Partners in Progress

National Convention Address Delivered by Mrs. J. T. Murdock, President, Women's Auxiliary

The sheep industry, old as the beginning and most vital to the welfare and comfort of mankind — our heritage, our challenge!

Stockmen do not discourage easily, or at least they do not show it. They dress well, live well and put forth a bold front—no matter how bad things are going.

I know things are not going as smoothly as we would like. We have many adverse conditions which threaten our very existence as an industry. But I do know this: we won't give up without a fight. We will not, I hope, be like the congregation of an old Negro preacher. He began his sermon like this, "Brethren and sisters, here you is comin' to pray for rain, I'd like to ask you just one question—where is you umbrellas?"

Mr. Murdock says it's the "gladdest" business ever. You're glad when lambing's over, glad when the sheep are on the summer range, glad when shipping's over, glad when the shearing's done—glad all the time.

In the face of so many synthetics on the market, a great problem confronts the wool industry. Today men and women are not satisfied with coarse wool and rough weaves. Dame fashion has decreed it so, and it is well, because apparel plays an all-important part in this world of competition. Possessing the assurance one is properly and appropriately dressed, gives one a mental security that will see one through.

The mills of today are meeting the "fabric appeal" demands of the consuming public, ever striving to create new and interesting weave and weights. The material that goes into my lady's garments must be soft and of feathery lightness, yet must have the wearing quality expected of a garment.

"Wool is the answer." The mills are sparing no effort in keeping up their part of the "partnership." Consumers must be pleased and must therefore be certain that their clothing dollar is buying the most for its value. This can only be brought about by educating the buying public and the people who sell.

I should at this point like to acknowledge and commend the excellent work done along this line by The Wool Bureau under the direction of Eugene Ackerman. The instruction classes conducted for sales people all over the country have been highly successful and most worthy. As a general rule most everyone relies upon the assurance of the salesperson that the article purchased is worth the money and will give satisfaction. The Labeling Act is another fine aid in reaching the goal of better buying and selling. Many companies have printed pamphlets to enlighten the public, all this and more in a partnership, striving to attain this end—"a better informed consumer."

Educating the girls—the homemakers and buyers of tomorrow—has been one of our projects; also helping the mothers to realize that the better the material, the better the garment. Even though the initial cost be more in dollars and cents, the value received in wear and satisfaction outweighs any difference in price of other material.

Women, as a general rule, do most of the buying for the family, and often uninformed and blind buying takes a serious toll of the family budget each year. Displays in stores are "eye appealing," yes, but can be "penny stealing" unless the consumer knows true value worth.

Through the efforts of the auxiliaries, many plans and programs have been put

into action, many people have become mindful of the value of wool as a versatile material and lamb as a nutritional "must" in the diet.

Had it not been for the generous support given us financially and morally by the growers and concerns connected with the industry, the wonderful aid of the National Live Stock and Meat Board, the backing of The Wool Bureau through the untiring effort of Mary North and the rest of the staff, and many others, it would have been impossible for us to accomplish many of the programs. We have received thousands of dollars' worth of advertising free from T.V., radio, newspapers, stores and markets. The States, under the direction of the officers and committee people, have worked hard to meet the responsibility of our part of this great partnership.

The National Live Stock and Meat Board, aside from the wonderful program on promotion of lamb, have aided greatly by supplying us with thousands of booklets on the preparation, cooking and serving of lamb. Nutritional charts have been sent out for distribution in cooking departments of schools and in turn we have placed these materials in the hands of school lunch supervisors, Mrs. Housewife, and in the markets.

Many demonstrations have been given before women's groups. In most every case the service of the home demonstration agents have been secured, so you know they were handled expertly. The lamb dish, usually a less expensive cut, is prepared before the ladies and served to them. After such a demonstration the markets report a marked increase in the sale of lamb.

We claim one has to know how to cook lamb in order to preserve the natural sweetness and delightful taste, and that the most effective results can be obtained through working with Mrs. Housewife and Mr. Market Man at community levels.

Many "lamb tastes" have been created by the auxiliary through women's programs on television, publishing recipes, distributing recipes, cooperation of markets in having "lamb day" once a week, serving lamb at parties and hamburgers at picnics.

"The Make It Yourself—With Wool" contest has been a project for ten years in States, and at the national level, seven years. Thousands of girls have participated in this program. We feel that through this medium, if nothing else has been accomplished, a better public relation has been created.

This year we have received letters from several States, not wool growing States,

(Continued on Page 66)

A Long Range Wool Program As Outlined by the Wool Panel

PRESIDENT Willoughby, as chairman of the Wool Session of the 89th convention, listed six suggestions made as solutions for the wool problem. Panel members directed their statements to these questions:

1. Restoration of 34-cent tariff.
2. Enactment of parity tariff legislation.
3. Establishment of a processing tax on manufactures of wool in lieu of tariffs or with tariffs, with the funds derived from the tax to be used in making incentive payments to growers.
4. Continuation of present loan program.
5. Imposition of quotas on foreign wool imports.
6. The making of dual use of specific wool duties other than those provided for under Section 32 of the Agricultural Adjustment Act to:
 - a. Make incentive payments to growers when domestic market prices fall below the level of a modernized parity; that is, a parity raised to the reasonable cost of production level; and
 - b. Provide funds for research and other activities designed to increase the industry's efficiency and to improve its products.

The statements made by the moderator of the panel and the panel members with questions asked from the floor are presented here.

The Moderator's Introduction

L. M. Pexton is president and general manager of the Denver Union Stock Yard Company. He has been with the company since 1923 when he was appointed traffic manager. Mr. Pexton is also president and director of the Ogden Union Stockyards Company and president and director of the Idaho Stockyards Company. He likewise serves as a director of the Colorado National Bank and a director of the American Stock Yards Association.

AS moderator of this panel, it has been suggested that I make an opening statement, calling certain facts and conditions to your attention, in order to facilitate the discussion, and make it as beneficial and informative as possible.

At the outset I would like to say that a man's judgment is only as good as his information, and it will be my effort to give you as much information about current conditions as possible in order that your thinking, your actions, and your recommendations will be as sound, as reasonable, and as beneficial as they can be under current conditions.

Of course one of the over-riding conditions which must control the judgment and the actions of every citizen, either in or out of Government, is the international situation. Our Government would be very negligent in its duty if it did not consider this. The recent Dexter White episode certainly shows that. Even though a wool grower in the hills of Nevada might be safe from atomic bombing, he cannot sell wool or meat to millions of citizens who may have lost their lives to that condition. We cannot fight a modern war with muzzle-loading muskets. Neither can we base our thinking on pre-war conditions, pre-synthetics, pre-socialism to a certain extent, pre-depression, pre-support prices, pre-the-parity plan, pre-the-trend-throughout-all-of-agriculture, pre-labor unions and the rights labor now has, and a lot of other "pre's" that are now recognized as a part of our lives.



General Manager L. M. PEXTON
Denver Union Stock Yard Co.

With reference to the international situation, we must recognize that we may be in a life and death struggle between two philosophies of government, and that we are the leaders on the so-called "free" or private enterprise side. To lose that struggle would mean that we would lose our freedom — that, if history repeated itself, we would lose our properties, and in many cases our lives. A contemplation of defeat in that struggle makes everything else seem insignificant. For that reason, we must consider those conditions in our judgment and action. Certainly we need friends, bases, armies, etc., in this struggle. That means international trade. *Certainly* it would be poor judgment to spend up to forty billion dollars in defense, and then lose a good friend and ally through a tariff that might interfere with that friendship and cooperation — far better, it seems to me, to directly support the affected industry, and then charge the bill as a security expense.

For example, we spend a hundred million dollars for a battleship. If that battleship is lost, as several were lost at Pearl Harbor, it is charged up to the general public. Now, if we have a commodity, for example, we can support and still help international trade for 12 and a half million dollars a year, or only one-eighth the cost of a battleship, certainly it would be better to do it that way, as I see it, than to hazard the loss of an ally that might be worth several battleships.

Another factor, I feel, we cannot overlook is the continued use of our product. No wool grower produces wool to use himself. He produces it to sell — and to sell, it must be competitive. I well remember the statement of livery barn operators — of producers of horses and mules — that tractors and automobiles would not be successful. Certainly in 1910-1914, the base period for supports, horses and mules were the prime power and transportation method for farmers. Had we had supports at that time, horses and mules would undoubtedly have been included. Where would we have wound up? I well remember when trucks began to move freight traffic, many railroad executives stated they would never be

The Wool Panel . . .

competitive — that they were a passing experiment, largely operated by GI's from World War I who had bought a truck on time, and would be out of business as soon as the truck wore out. As an example of what *did* happen, we are now moving out of Denver about 4,000 cars of fresh meat annually to the Pacific Coast, usually in about half the time, and at a much lower rate, than the railroads choose to publish.

One of the outstanding examples of this kind is the current condition in the butter industry. For many, many years that industry sold from 15 to 16 pounds of butter per capita annually. It felt that that was a good measure for the future. It insisted on high supports and received them. As of November 2, 1953 the Government owned 935,000,000 pounds of various dairy products. It will probably be over a billion pounds by the first of the year. There is no question but that the American consumer with his current income can afford to pay, say, 85 cents per pound for butter. **BUT HE CAN BUY MARGARINE FOR 30 CENTS PER POUND.** His willingness to pay has little to do with his ability to pay when he can buy a comparable product for about one-third. The point I am trying to make is that high-priced wools, created by high tariffs or otherwise, can only create competition from synthetics, reduce wool consumption, and create future headaches. We can argue all we want that wool is a better fabric than synthetics, but the consumer — the one who will pay the bill — is the final judge. Other industries have made those same arguments — and have failed.

I am sure the panel will bring out other methods of supporting wool and the sheep industry, rather than a high tariff, high processing taxes, or other methods which will raise the price of wool and of clothing. If they do not, I will mention them later.

SENATOR MUNDT

Senator Karl E. Mundt is the senior Senator of his native State of South Dakota. The foundation of his career was laid in the teaching profession. He received his master's degree from Columbia University and taught social science and college speech. Subsequently he operated a farm and worked in the insurance business.

I have looked forward for a long time to meeting with the National Wool Growers Association, because in my capacity as a member of the Senate Committee on Agriculture I have so frequently had representatives of your group come before our com-



Senator KARL E. MUNDT
South Dakota

mittee and come to my office for a visit that I have formed a very high opinion of the capacity and of the courage and of the general over-all good judgment of the members of this Association.

As we survey the whole gamut of agriculture problems, the wool problem stands out by itself as something different, closely analogous to the sugar problem, but aside from that almost unique. It isn't a result of overproduction. It isn't a war baby that was tossed on as a consequence of the war, because the wool problem goes back further than that. It isn't one that comes out of a change in dietary habits, as in the situation of butter, for example. It's a problem which, it seems to me, stems directly from the fact that down in Washington there has for a long period of time been a stubborn reluctance to face up to the simple, hard, inescapable, two-headed problem which creates the situation you confront in wool. The first one of those two heads is the fact that Washington has failed to face up to the result of what happens when Government tariff policy, over a long period of time, forces a great American industry into a position where it cannot succeed and perhaps cannot survive. The second head of that same problem is the fact that Washington has failed to face up to the problem of what happens when you make yourselves completely dependent, or in large part dependent, upon foreign sources of supply for what is indeed an essential for war.

Must Face Situation

Now, those are two facts which somehow or other the theorists and the dreamers have simply failed to accept, and have failed to recognize. Unless we face up to the connection that the tariff situation has to the wool problem, I don't think we are going to permanently and completely and successfully whip it.

It is encouraging to note that in the last year we have made some headway in the right direction. It is encouraging to

note the indications that the Buy-American provisions of defense production program are going to be written into permanent legislation in so far as our Government procurements are concerned, that at least the Federal Government is not going to subsidize the cause of the difficulty which you have confronted.

It seems to me that's the least we have a right as Americans to insist upon, that when the Federal Government buys something, it buys something from American producers, because they pay the taxes that enable the Federal Government to make those purchases.

Countervailing Duties

I think it's thrilling, I think it's prophetic, I think it's very helpful that Secretary Humphrey has recognized the validity of the argument we have been presenting in your behalf to Treasury Departments and State Departments for many years, and that is that when foreign countries deliberately depreciate their currency in order to engage in a trade war with wool against you that the American Government is certainly justified in instigating countervailing duties to stop that kind of mistreatment of the American producer and the American taxpayer.

So we have two things which, it seems to me, are encouraging in this whole picture, but over the long pull — I still am inclined to believe we are going to have to meet this as a tariff problem. I recognize, of course, what they are going to say in the State Department. I recognize what theorists are going to say. They are going to come at us with the same old arguments: that if you have an adequate tariff protection for the American producer so that he can get the parity price to which he is entitled, some foreign country is going to feel it's been offended, that we have discriminated against them, that it is a creator of ill will.

I have listened for 15 years in Washington, as a member of the House, now as a member of the Senate Agricultural Committee, to the arguments which hold that a high tariff is productive of war, and that a low tariff is going to purchase us peace. In the first place I am not convinced that that argument is sound. I would like to have one of these low-tariff advocates come before us some day with the history of the warfare of the world to point out the relation, if there is one, between tariffs and wars.

Free Trade Advocates

I am mindful of this fact, as an old student of history, that among English-speaking

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people, the longest and the strongest advocate of free trade has been the United Kingdom. For years and years and years the United Kingdom, everyplace outside of the Empire, at least, was a great advocate of free trade. Against that I would submit to you that the United States is a young and struggling republic, but has always believed in some kind of protective tariff. Somebody, someplace in this country is always getting a protective tariff, usually a pretty high one that deals with industrial products, and in the era in which the United Kingdom has practiced free trade, and we have practiced the protective tariff, the history books clearly show England has engaged in ten times as many wars with its free trade as we have with our high protective tariff.

That doesn't necessarily mean there's a relationship between the two, but it certainly shouldn't be conducive to the argument that people in this country should produce supplies in competition with foreign trade with no protective tariff at all in order to support a peace program.

May I point out to you that the strongest and the longest boundary line in the world which is undefended by cannons and by marching armies, and by all kinds of barriers, is the great, unguarded border between Canada and the United States. And yet Canada and the United States each in its own way, engage in tariff to protect the people in their respective countries against unfair competition from the other. That kind of sensible tariff protection, which safeguards some in America, against some Canadian importations, and which protects some in Canada against some importations from America, certainly has not created ill will between Canada and the United States.

Live and Let Live

There's a recognition amongst sensible people in the world that, if you are going to have peace, it has to be built on a program of live and let live. To do that means you can't subject yourselves to becoming a dump ground for all of the products which can be made by a loin-cloth economy in a foreign area to be poured into to destroy the very substance and the sustenance of this great country of ours.

So I say, number one, I doubt very much the validity of the argument which holds that if we have a sensible and a wise and a just tariff protection for agriculture in this country, it is going to interfere in one iota with world peace. I don't believe it, but if the argument is accepted, then I am certain of one thing, that it

doesn't make sense at all to say to the wool grower, perhaps, or to say to the beef producer, or to say to the fellow who is suffering from importations of Canadian oats — to say to him that in the interests of peace the producers of raw materials in this country should subject themselves to all the foreign competition in the world, but that the industrial producers should continue to enjoy the benefits of a high protective tariff.

In the main that's what people in striped pants are trying to sell the American public today. They are trying to sell you the idea that you are somehow or other interfering with world peace if you insist on a just tariff for yourselves. At the same time we find tariff protection all over the place, on finished products. I remember so clearly arguing with some of the people in the East who make suits out of the wool that you produce, who are tremendously interested in a tariff protection to keep out the wool that is imported in suit fashion and in suit form from England. They say they've got to have protection against that kind of competition, but they resent the fact that you who produce the raw material insist on the same kind of tariff protection for your product.

Now, it seems to me axiomatic that if peace is the thing we are trying to pursue, by a ruinous system of tariffs, that obviously low tariffs for finished products are just as conducive to war as low tariffs for the raw materials. . . .

You who raise wool are interested in the raw material, and if you accept and purchase the idea that a ruinous tariff program is all that you deserve, and is all that you can have in the interests of peace, certainly you can't accept that idea unless it becomes a uniform program applicable to everything which is raised in this country. And when we consider that, then we consider in the field of peace a lot of other problems, as I see it. We consider the possibility of our country continuing to be as it is now, the exchequer for the free world, the country that is going to be able to make these loans and these grants and these gifts, the country that's going to be able to supply the arms for the NATO army, — the country that is going to be able to equip and transport and support American soldiers under 45 different flags, as we are doing today.

Ruinous Imports

How are we going to do that if we live in the lap of a depression? How are we going to do that if ruinous imports come in, and make, first the producer of raw material, and eventually the entire country,

the victim of these cheap imports, consequently causing us to endure a standard of living which will not raise the taxes to support the great defense leadership in which we are presently engaged.

And so it seems to me that as we look at this program, whichever of the four alternatives the Secretary of Agriculture described to you in his very thought-provoking and constructive address this morning, whichever one you ultimately choose, and whichever one you ultimately accept, we've got to remember, at least as far as I am concerned, that until you can get the right kind of tariff recognition for the producer of wool, none of the rest of the programs ultimately is going to work.

The one which it seemed to me — each of you can see them or evaluate the Secretary's speech according to your own judgment — but, the one, it seemed to me, he seemed to favor as he offered the four was the idea of making production payments available to you, and that those production payments would or were to come from the tariff. Now, if the production payments come out of the tariff, it seems to me, that makes a considerable amount of sense, because it certainly demonstrates the important part that the tariff plays. If the tariff goes so low it won't provide the production payments, which provides another strong argument for a high tariff. In other words, the thing I want to stress in the two or three minutes that I have left is this:

A Hazardous Area

In approaching the problem of wool, as a member of the Senate Appropriations Committee, as well as the Senate Committee on Agriculture, let me urge you not to permit the wool industry to get in the position where the only source you can rely upon for an adequate existence is a series of annual appropriations from the Congress of the United States. Then you are in trouble. Then you are in a hazardous area.

It might be for a couple of years you could come to the Congress and say, "We want specific appropriations to make definite procurement payments to the producers of wool," and if wool was the only part of the farm problem, I think you might get that for five or ten years. But in a farm economy like ours, where a great many other segments of the agricultural economy are also in trouble, you know, and I know that you wouldn't have a program of production payments based exclusively on annual appropriations by Congress operating 24 months before five or six or eight or ten other producers of raw materials would come to Congress and say, "We have an equally good claim. We have

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been injured also by governmental policies. We have been injured by a tariff program. We have something which is a very legitimate item in the diet, or in the fiber use of this country." They would say, "We also have to have production payments from the Federal Treasury," and pretty soon you reach the law of diminishing returns, and pretty soon you kill the goose that lays the golden egg.

Keep Two Together

So, if the production payment is the answer, I hope you tie it into the fact that you are going to make the production payments out of the revenue received from the fees collected from those pouring their material from foreign countries into our own economy. Then you have kept the two together. And you have kept the tariff in the picture, so, that, if the production payments don't succeed in doing the job adequately, you can go back and rely on the tariff or the import quota in order to give you the kind of success opportunity which you so rightfully and so richly deserve. . . .

I want to assure you that as a member of the Senate Committee on Agriculture I am open minded on this subject. I might even be induced to vote once or twice to take out of the tax payments of the general public a production payment for wool, but I am confident it wouldn't help you in the long run. I am confident it wouldn't do the job. And I am confident that in exchange for that temporary surcease from sorrow, you would be losing something pretty vital and fundamental in basic American economics. Having lost that, and leaned upon the weak reed of a production payment appropriated by Congress, ultimately you would find yourself facing disaster. So if we are going to have production payments, and it may be the answer for a while, let's insist on doing it in conformity with the suggestion put down by Secretary Benson this morning. Let's be sure that we do it in conjunction with a sound tariff program, and let's insist that we do it in conjunction with a tariff program which gives at least enough tariff protection so it will raise sufficient money to provide the production payments which the industry requires at the time.

Good luck to you. It's been good to be here.

QUESTION — Mr. Pexton: I want to ask Senator Mundt a question. That is this: Assuming that the present tariff of 25 and a half cents is continued — or increased if necessary — in his opinion, would it be possible to pass a law that would make

this appropriation — if that was the program — payable directly to the wool growers on a more or less permanent basis, somewhat as sugar is handled?

ANSWER — Senator Mundt: So long as you add those last words, "somewhat similar to sugar," my answer would be in the affirmative. I can't say it could be more or less permanent, because, as you know, no Congress can bind a succeeding Congress, but it seems to me that the sugar situation is rather analogous to the wool situation, and they have worked out a program for sugar which is working rather satisfactorily, using tariff relationships to these production payments. I think that offers us a rule to go by, a light from which we can illuminate some of our own studies as we approach the problem. I think if the tariff is kept adequately high to provide sufficient money in order to finance the production payments that we can make it work, and we can pass Congress. While I can't say it will work permanently, I think it will probably get us over the humps of the problems we have now, and should work as long, certainly, as the sugar program is going to work for sugar.



Representative O. C. FISHER
Texas

REPRESENTATIVE FISHER

The Honorable O. C. Fisher is Congressman from the 21st district in Texas. He was elected to the 78th Congress in 1940 and has served there ever since. At present he is a member of the House Committee on the Armed Services.

I, like Senator Mundt, am delighted to have this privilege — first I have ever had of appearing on the program of the National Association of Wool Growers of America, an important organization.

You don't serve in the Congress very long until you learn how important concerted action is on the part of those who have problems that are of particular mo-

ment and are nationwide. And so through the concerted actions of the National Wool Growers Association, composing, as it does, all the various State organizations over the Nation, you have been through the years able to channel into Washington's various departments, executive branch, and into Capitol Hill, the views that comprised the thinking, composite thinking, of the people who are actually out growing sheep, raising lambs, and struggling with the wool program, trying to make their taxes and get along some way or another. . . .

There's an old saying, you know, that the good Lord always takes care of the drunks, the sailors, and the United States. Of course, that's another way of saying that we have a habit in this country of doing a certain amount of bungling in attempting to meet some of our problems and responsibilities that occur from time to time. Now, a good example of that is found in the bungling that has taken place in dealing with the so-called wool problem during the past 20 years.

For example, as we all know, in pre-war times we imported about 38 percent of our domestic apparel wool requirements. Last year we imported 72 percent. During that same period the total numbers of sheep have dropped from 46 million down to 28 million. In pre-war years we imported 11 percent of the total world's imports of wool. The post-war average jumped to 29 percent. Moreover, while all this was taking place our per capita consumption averaged 50 percent higher in post-war than in pre-war periods, while in the rest of the world it averaged six percent lower. So the disease that has plagued our domestic wool industry during the past two decades cannot be traced to lack of markets or to decreased demand in our own markets here in this country.

Healthy Demand

The demand, while it has fluctuated, has been healthy. In any event, it has been about three or four times the amount of our own production, and certainly when we look around the world and see those who would criticize our policies with respect to wool and our international trade policies applied to that subject, it's difficult to see how they can find any just complaint when we have opened up our markets, expanded them, and provided the lucrative source for disposal of a vastly larger quantitative amount, and percentagewise too, of the wool than was ever the case in past years.

I mention all of this only to emphasize the self-evident fact that there has actually been no sound wool policy, and that there has indeed been a lot of bungling going on,

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much of which has been very well referred to by Senator Mundt.

No Sound Wool Policy

Let's take just a brief look here at what has happened under the Government's purchase program begun back in 1943 and continued into 1950. More than a billion and a half pounds of wool was purchased with a net loss of 92 million dollars. That program, while it provided some temporary relief to the growers, actually solved no problem, no basic problem. It did not treat the disease at all. It did not undertake to do so, but only the symptoms.

Then in 1948 the tariff on apparel wool, as you all know, was cut by 25 percent. And that solved no basic problem. Indeed, it served only to aggravate the situation, since the reduced protection was accompanied by no attempt on the part of the Government to correct or to even mitigate the resulting damage to our growers.

Then Congress came along and wrote it into the law that it would be a national policy henceforth to achieve a goal of 360 million pounds of wool annually, and in effect directed that wool be supported by the Government at 90 percent of parity until that lofty objective should be realized. Of course, the Congress did not go further and provide the machinery or change policies that had already been found to be wholly inadequate to accomplish any such a purpose, and certain it is that anyone who is so naive as to think that providing 90 percent support program will ever have that effect are living in a dark age in their own lives.

Along with that, of course, and following that, came the 90 percent loan program, the nonrecourse type. It also provided temporary relief, but again it did not treat the disease, and under it a stockpile of a hundred million pounds was accumulated in a period of one year.

So through the years there has been a lot of window dressing going on, a lot of sympathy expressed, a lot of temporary palliatives and treatments and sedatives and what-not applied to the symptoms, but there has been no attack upon the disease itself. The Congress did, however, a good many years ago, write out a prescription designed to treat an agricultural disease caused by excessive imports and unfair competition of a commodity being supported by the Government. That was Section 22 of the Agricultural Adjustment Act, with which you are all familiar. It recognized simply that support for a commodity at 90

percent of parity could be undermined and made ineffective by imports selling at prices lower than the 90 percent level. So Section 22 provided that if and when that should occur, and if it should appear that the support program was being rendered ineffective by such imports, an import fee or quota could be imposed by the President upon recommendation of the Tariff Commission, following a fact-finding hearing and investigation of the subject.

As you know, wool hearings under that section have been held both last year and this year before the Tariff Commission. No decision has yet been reached, and no recommendation has been made to the President. I think that is a sound approach to the problem, but by no means a complete solution.

Sound Remedies

The more complete solution would be a basic parity tariff law, a proposal with which you are all familiar. But it is said we probably cannot get that because such remedies run contrary to modern trends in international trade relations. That may be true, but I for one am not quite ready to abandon the attempt, because I believe it's wise.

I believe both Section 22 and the parity tariff concept are sound and moderate remedies, and, if imposed, should not have the effect of antagonizing any of our friends around the world.

I am sure we all recognize the importance of encouraging international trade. I do not know of anyone anywhere who would restrict imports more than is necessary to maintain our own economy, and what's wrong with maintaining a strong American economy? What's wrong with adhering constantly to the principle that we should make America and keep America strong in this world in which the position of leadership has been thrust upon us? And so, after all, all the wool grower wants from his Government, and all he has any right to ask, is to be able to market his products through normal market channels at fair prices under our competitive system of free enterprise.

A Two-Way Street

Personally, I am not impressed with all this free trade talk of which we hear so much these days. There are some who seem to forget that there are at least two parties to every trade. International trade is a two-way street, not a one-way street.

If we are to be urged to indulge in free trade with other nations, and if America is to be blamed for the alleged trade barriers, then let those who make such pleas first put their own houses in order. Let

those other nations first reduce their own tariff levels down to our own levels. The United States is one of the lowest tariff countries in the world, among the major nations today. Let them remove some of their import quotas, some of their embargoes, before they complain of ours, of which, incidentally, we have very few. Let them abolish some of their export subsidies, some of their multiple exchange rates, some of their embargoes, their exchange controls, their devaluation procedures, designed to get around the tariff protection that does actually exist, and to circumvent it. All of these have a more burdensome effect on international trade than do tariff rates. And while such things are done, there is absolutely no justification for all the cries that we sometimes hear of obstruction of trade, when we dare propose methods whereby American wool growers may be so protected against unfair foreign competition that they may obtain at least their cost of production, and maybe a little profit out of their product.

50 Percent Reduction

The American wool growers have witnessed during the past 20 years not only a flat 25 percent cut in the wool tariff, but a net reduction of some 50 percent in protection against low-cost foreign wools. That has been due to the increase in costs while the tariff level has remained stationary.

There has been discussion of the study that has been made of a possible alternative wool program under which 70 percent of the revenue from the wool tariff would be available to compensate the American growers in incentive or indemnity payments for the damage caused by the excessive imports of wool. It is evident that an exhaustive study has been made of that approach to the problem. I think it's important to keep in mind, however, that that is a rather revolutionary proposal, and it's one that involves many implications so far as our basic concept of tariff is concerned. It would freeze the wool tariff at its present level. It would eliminate the likelihood of domestic stockpiles in the future. It would have other good effects that can be imagined, but at the same time it would involve, as I say, a revolutionary change. It might very well be an incentive for a decrease rather than a maintenance of the present tariff protection we have. It involves so many of those if's and possibilities that, in my judgment, it should have most careful study. Certainly, if it should be pursued, it should be couched with many protective provisions which would prevent it from

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becoming just a plain old-fashioned, outright subsidy to which the American wool growers have always been opposed. And certainly even then, to my way of thinking, it should be judged in the light of the prospects of pursuing effectively and successfully — and I don't think it's time yet to abandon the idea of the parity tariff provision as basic law which would obviously have a very stabilizing effect from now on, and which, I think, the American wool growers could very well live with.

Congressional Attitude

I have been asked the question regarding the attitude of the House of Representatives with regard to various legislative proposals. I, of course, cannot speak for the House, and I would hesitate to even guess at what their approach might be to some of these various suggestions. The record does show, however, that during the past years the Congress has supported a variety of attempted remedies to be applied to agricultural ailments where imports and exports have been involved and have created unbalanced situations.

Many examples, of course, could be cited. The sugar situation has already been referred to, which back in the early 30's was demoralizing, and of course, the average American wool grower knows what that word means so far as an industry is concerned. So a Sugar Act has been passed, and it has been extended a number of times. It's in effect today. It simply imposes a quota on imports to protect American growers who produce only around 50 percent of the eight million tons required in this country annually; and there are other incentives and protections afforded the domestic sugar grower under that program.

Before the war, import quotas were imposed on cotton and wheat to protect American producers of those products, both of them, under the authority of Section 22, to which I referred a few moments ago, and which is now pending as one of the possible treatments that can be applied immediately to the disease that has afflicted the wool industry. In recent years there have been import controls at various times on flax, on peanuts, on fats, oils, rice, dairy products, and many others.

The Congress more recently expressed its willingness to provide protection to American agricultural products against ruinous foreign low cost competition, by the enactment of Section 104 of the Defense Production Act. It again asserted itself by approving the Cordon Amendment to the Trade Agreements Act, supported by your

representatives in Washington, of the National Wool Growers Association, and the Allied Wool Industry Committee, whereby an emergency invocation of Section 22 is authorized, a request that was made formally by the Secretary of Agriculture in his appearance before the Senate Committee on Agriculture last April.

And under the International Wheat Agreement, of which this country has been a signatory for the past four years, there has been an export subsidy paid to the growers to protect them in finding markets for their product. This has amounted, during the past four years, by the way, to 62 cents per bushel, and the total cost has averaged about one hundred forty million dollars per year.

So the Congress has authorized many remedies, many prescriptions, to treat the varied ailments with which agriculture becomes subjected from time to time. But in the case of wool there has been but little done so far as mandatory legislation is concerned, and so far as treatment of the disease itself is concerned.

The general public policies have been established by the Congress, repeatedly, expressions of recognition of the vital importance that wool plays in the general strategic and security posture of the whole Nation. The Congress has spoken on those subjects many times. Various types of relief have been made available to be used at the discretion of the President. But we are faced now with a dilemma, unless appropriate relief can be forthcoming, under the authority of Section 22 — the Congress undoubtedly intended that such relief be applied. As I say, it is now pending before the Tariff Commission. If it should be recommended, and if the President should see fit to apply it after it is recommended by the Tariff Commission, then it would go a long way, in my judgment, toward stabilizing the basic structure of the market for wool, and perhaps even enable the stockpile to be moved without doing too much damage to the current market from year to year.

It is difficult to believe that anyone would contend that it was not intended by the Congress that Section 22 be imposed under these circumstances. As I have said, what the wool grower wants, and what I think he deserves, as an American taxpaying citizen, is the right to market his product in this country at fair prices in the market places.

I am old-fashioned enough to believe that our Government should, in the application of its trade policies, think first of the man out there who is helping pay the taxes and support our economy, and our demo-

cratic institutions.

Mr. Pexton: Thank you very much, Congressman Fisher.

I might point out that this Section 22 is now before the Tariff Commission, and a recommendation from the Department of Agriculture was for an increase of eight cents, clean basis, for let's say not even four cents in the grease, which, in my opinion, does not near cover the subject.



President ERNEST BENTLEY
Boston Wool Trade Association

ERNEST BENTLEY

Ernest Bentley, president of the Boston Wool Trade Association, has been a member of that association for 40 years. His affiliation began in 1914 after he came to Boston from England, to open an office for the importation of foreign wools.

THE Representative who just spoke to you said that this was the first time he had the opportunity of appearing before this group. I can say with equal truth that this is the first opportunity I have had of visiting California, and my first opportunity of speaking before people from whom we have probably bought wools in the past for manufacturing purposes, and whom it has not been my pleasure to meet face to face previously.

Just three weeks ago today the Boston Wool Trade Association did me the honor of re-electing me for a second term as the president of that organization. It has taken me 40 years to have that honor bestowed upon me. It has been a very ordinary, uneventful, but I hope a useful, past, and I am proud to have had the honor of being a member of the Boston Wool Trade Association for 40 years.

Now, in my speech three weeks ago before the Wool Trade Association I said one or two things which I am going to take the liberty of repeating here today. This, then, is a quote: "I speak only that which is apparent to all in stating that the year 1953 has been a most difficult year."

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Carla Black, 21, of San Lorenzo, California, Senior Grand Prize winner.

Grand Prize Winners



Judy Heitkemper, 17, of Portland, Oregon, Junior Grand Prize winner.



Diane Harris, 17, of Montebello, California, displays the neatly tailored red and black tweed dress which, along with her scholastic ability, won her a special scholarship award, presented by the Colorado Woman's College.

At the National

"Make It Yourself -- With Wool" Contest

For Story See Page 62.

Final decision in the "Make It Yourself-With Wool" contest was up to the Board of Judges, (left to right) Mrs. Margaret King, Educational Supervisor for the Singer Sewing Machine Company; Miss Theodora Corey, Associate in Home Economics at UCLA; and Miss Imogene Dean, Home Advisor for Los Angeles County.



The National Wool Grower

The Wool Panel . . .

"A Sick Industry"

Now, remember, I am speaking to the Boston Wool Trade Association. "This is true not only of the wool grower, but also of the wool dealer, and the manufacturer, and the inclusive difficulties suggest to me the titling of my remarks 'A Blue Print of a Sick Industry.'"

It is easy and natural and wrong for us to think that our particular branch of the industry is perhaps in a more difficult position than the preceding branch, namely, sheep growing, or of the succeeding branch, namely, wool manufacturing. Actually and rather as a matter of course, it is inevitable that no branch of the industry suffers or prospers alone."

Now, I think that word needed to be spoken, gentlemen, for in all of the addresses to which you have listened so far, there has been plenty of talk about the difficulties of the industry in which you gentlemen are engaged. I could spend the rest of the afternoon telling you of the hard-luck stories that are prevalent amongst the wool dealers in Boston, and I am quite sure that when Mr. Kent takes the speakers' rostrum he will give you figures that are astounding and discouraging about the difficulties in the manufacturing end of this industry.

Now, gentlemen, unless we are willing to recognize that this industry is one industry, and that the only customer the wool grower has is the American manufacturer, and unless we are willing to recognize that the difficulties which beset that manufacturer eventually become your difficulties, I do not believe any approach to a solution of our problems is possible.

Wool Trade's Attitude

Now, I see I am listed to speak on the general subject: The Attitude of the Wool Trade Toward a Long-Range Wool Program. I am very happy to speak on that subject for a few minutes.

I became a member of the Boston Wool Trade Association in the early days of 1914. As you people will recall, it was in the middle of 1914 that the first World War broke out. Wool had been put on the free list immediately preceding that, and that was the reason for my coming to Boston from England, to open up an office for the importation of foreign wools. Because of the war and the tremendous demand that wars always make on all commodities, not least wool, the fact that wool was on the free list did not seriously react on the community until the conclusion of the war, and

at least the first depression following.

Those of you who can go back that far will remember that we had not one; but two depressions. One in 1919, which was rather short-lived, and another in 1921, if my memory serves me correct. In the middle of 1921 depression they placed an emergency tariff on wool. Now, I do not intend to pursue the proceedings from that point on except to say this: that from that time in 1921 up to the present time there have been 12 changes, either in tariff rates or in Government support programs. I don't think it is unfair or unreasonable to state that every time a change in tariff takes place or any time a proposed change in a Government support price is announced, there is at least a six months' period when people, in anticipation of that change, find it difficult to do business, and I do not think you will quarrel with me if I say that six months following that change business is interrupted until the people become accustomed to the change that has taken place.

Twelve changes, besides which there was a proposed change in 1952, which came to nothing! And there is now pending before the Tariff Commission requests for fees on the importation of wool, the outcome of which is as at present unknown.

State of Turmoil

Now, gentlemen, on the basis of that statement, I think it would be perfectly obvious to you that for more than one-third of the time the wool manufacturing industry, since 1921, has been in a state of turmoil, not knowing whether the tariff they were operating under was to be an increased tariff or a decreased tariff, or to stay as it then existed.

Now, gentlemen, there are marked fluctuations in the price of wool, which the wool manufacturer and the wool dealer expect and anticipate. Such changes are inevitable if we are to have a free economy. And the only alternative to that change in market price is to have the Government come in and guarantee prices, or fix prices, and thereby destroy that which we consider the most precious of all our heritages, — the heritage of a free economy.

A long-range program — that sounds interesting, and sounds attractive! I am quite sure that our first reaction to it is to say, "Why, that's fine." Yes, we are in favor of that. We certainly think something should be done, that somewhere in the years ahead we shall know what we want and where we are going, and we shall know what's going to take place, and we shall know that the sheep growing industry and the manufacturing industry based thereon are moving along the streets of prosperity. But may I

mention just one or two of the reasons why a long-range program is perhaps not quite so possible as we would like to think it is? I am not nearly so well posted as you gentlemen are on the Government grazing lands, but I understand that the amount of land made available to you gentlemen is from time to time increased and decreased, and I just ask you to ask yourselves the question: How is a long-range program possible when there can be at any time on the part of the Government the ability to take from or to add to the grazing land available to the man who is running sheep?

Labor Costs

Not much has been heard here this afternoon about labor costs, although I am sure that you people, along with the people in the East, are very conscious of those costs. How many of you can foretell what the labor costs are going to be three months, six months, 12 months from now? And yet unless we can control labor costs, how can we establish a long-range program?

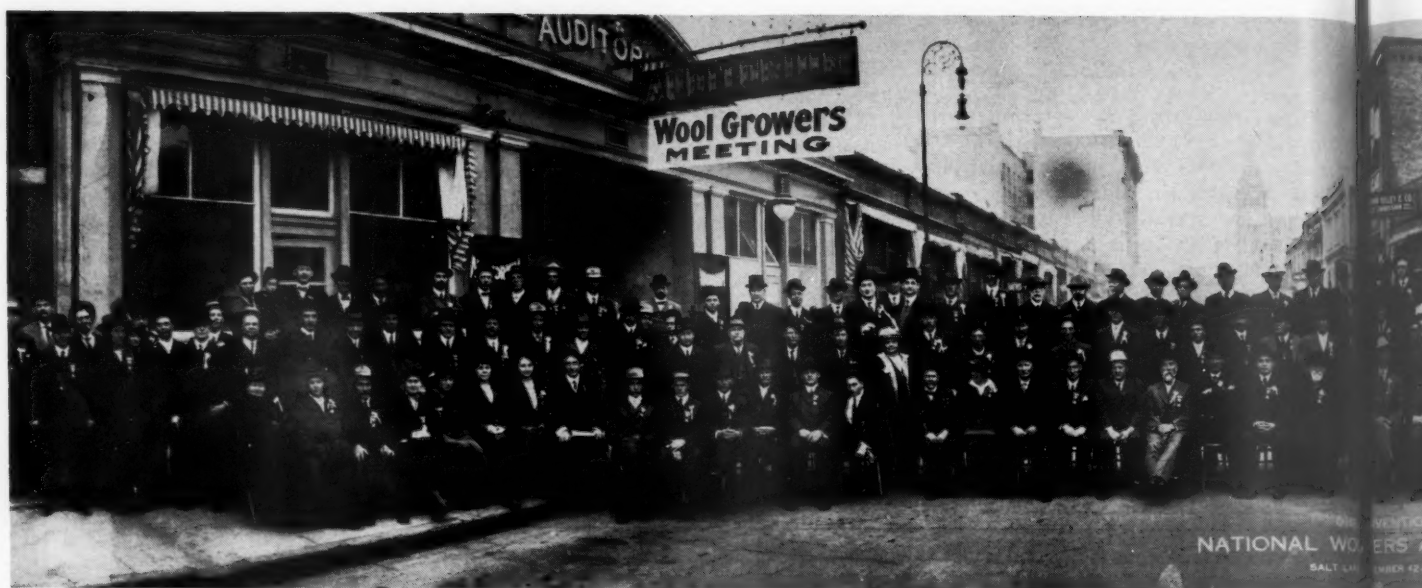
Whilst the Tariff Commission hearing was taking place in Washington in the month of August, beginning August 31st, I believe, and the early days of September, the price of lamb suddenly took a nose dive, induced, I feel confident, — and actually the cause of it is not so important as the fact that it did take place — but induced, I am confident, by the fact that the price of beef had also been going down.

Now, gentlemen, if you want a free economy and you want to run your own business without the Government controlling it for you, how is that possible if the price of lamb is to be established in the open market-place, and yet you're planning long-range programs?

And finally, and I leave this to the last, because I feel and believe, after all, it is the most minor of the things that I have mentioned: That is the price of wool itself. We no longer determine the price of the wool that we consume in this country because we are producing only from 25 to 33 percent of the wool that we consume. And gentlemen, I do not believe that any one of you would want to say that when we produce only one-quarter to one-third of the commodity we use we can determine its value. That inevitably will be determined for us in the open markets of the world where three-quarters, two-thirds to three-quarters of the wool that we consume will have to be purchased.

Now, gentlemen, if you can answer those questions or any of them satisfactorily, then I think we can talk in terms of long-range programs.

(Continued on Page 36)



YOUR NATIONAL ASSOCIATION

Then and Now --- 1914-1953





Pictured above is the group of wool growers that convened in Salt Lake City, Utah in 1914 to discuss wool and sheep growing problems at their 51st annual convention. The L.D.S.

Temple can be made out in the background. This picture was taken only a stone's throw from where the National Association's offices are located today. Some may recognize either

themselves or their friends in this picture. M. A. Smith, prominent sheepman today from Salt Lake City, can be seen on the far right hand side of the picture. The picture below is the

group that gathered at the 89th annual convention in Long Beach in December. Secretary Benson and President Wiloughby may be seen in front of the group.



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Type of Program

The next question is the type of program the trade considers most desirable from the merchandising standpoint and the reasons for that position. Well, there have been suggested to you here this afternoon quite a number of different plans whereby it was proposed that some kind of stability and some kind of prosperity might be returned to this sick industry.

May I briefly go over one or two of them and give you my reaction to them? First of all, we can increase the tariff. How much? Well, Department of Agriculture says eight cents, after they have changed their mind from seven. I think the National Wool Growers Association mentioned somewhere about 12 cents, although, if my memory serves me correctly, Professor Vass, when asked in Washington if he thought 12 cents was enough, answered something like this: "I am pessimistic about the future of the sheep raising industry, and the best that I could see, even with a 12-cent increase would be that perhaps it would stop the decline in the numbers of sheep."

The National Wool Marketing Corporation, through their representative at Washington, said that they felt somewhere between 15 and 17 cents of an increase was needed.

Synthetics Are Menace

Now, gentlemen, I think it's only the simplest of economics to know that every time we increase our prices we decrease our customers. I think these plans fail completely to take any recognition of the fact that the greatest menace facing your wool growing, as it is the greatest menace for the wool manufacturer, is the tremendous increase in the production of synthetics at the present time. And to increase the duty on wool is to increase the subsidy to the synthetic manufacturer.

Now, bear in mind the synthetic manufacturer makes his product out of chemicals. It is a new industry, a baby industry, and it is perfectly obvious to anyone who knows anything about it that when they have worked out the kinks, terrific reductions in costs are possible. Yet our benevolent Government, during the last days of the war or the early days of Korea, came out and made available to these synthetic manufacturers accelerated depreciation charges so that in five years, instead of ten, they can mark down the cost of their machinery, and when they've got the cost of their machinery marked down, it is simple arithmetic to know that they can by

that amount reduce the cost of production of the commodity which is the most serious competition that you and we have to face at the present time.

Uncertain Future

One of the difficulties that faces us in the textile industry today, and concerning which I have heard very little here this afternoon, is that we are very uncertain as to the future of wool prices in the world's markets. There were statistics in one of the trade papers here within the last month, indicating that in a price index of commodities, wool was 29 percent above the average. Now, I speak of foreign wools, you remember. I am not speaking about domestic wool for the time being, but foreign wools are 29 percent above the average of commodities. One hesitates to assume the role of a prophet, but perhaps one is not prophesying very much to state that the probabilities favor a decline in foreign wool prices.

Now, any set figure that you people might have advocated for protecting the domestic production would be nullified completely if the foreign wools went down the amount of the increase of your tariff, or fee. And so, gentlemen, I suggest that increased tariff is no answer to the problem.

Tariff Costs to the Consumer

Then we could retain the present schedule. Well, gentlemen, I wonder if you are familiar with what the present schedule is costing the consumer here in America? The figures are easily available; they are taken from Government sources. The last five years we have, on the average, consumed 400 million pounds of clean wool per year. Now, I say 400, the actual figure is 398, but for easy figuring I am taking 400 million. Again for easy figuring we will say that 100 million of that — and it is actually somewhere around 120 — but for easy figuring we will say around 100 million pounds of that was from domestic production, clean, so that theoretically the producer received 25 million dollars in protection, in producing that 100 million pounds, and of course, the United States Government collected 75 million dollars on the remaining 300 million pounds that came in. So that in order that the farmer, that is, you gentlemen, should get 30 million dollars, the Government should get 70 million dollars, we find that the consumer was charged an increase of 240 million dollars.

Now, gentlemen, those are big figures, but they are based on a method of figuring recognized by our Government in that the

conversion of raw wool to cloth increases the duty from 25 cents per pound to 37 cents per pound. So that starting with 100 million dollars you add one-half to get it into cloth which makes 150 million. It has then got to be taken from cloth to the suit, but I know of no way of figuring that, and so I omit that cost. But from the suit to the retailer an increase of 60 percent is added by the retailer. And that is not only on the duty that he's paid; he charges 60 percent both on the wool that goes into it and on the duty that he's charged on it, because 60 percent of the price he pays comes out to the 40 percent profit which he figures his type of business requires on every sale. So that 60 percent of 150 million dollars is 90 million, giving us 240 million dollars paid by the consumer in order that the wool growers should get 30 million. And yet, gentlemen, this has not succeeded in keeping out imports, for the importations of fabrics last year, as I am sure Mr. Kent will inform you, are the highest that they have been in over 30 years.

What then is the solution for your difficulty and our difficulty? Well, first of all it is to recognize that it is a difficulty, and that it is a difficulty under which you are suffering in the final analysis neither more nor less than the succeeding handlers of your wool, for we also are suffering from the same things. And we believe it should be possible that there should be provided for the wool grower the reasonable protection that he needs without subsidizing the synthetic manufacturer to the extent of 240 million dollars per year, and without charging the consumer 240 million dollars per year in order that the farmer, or grower should get 30 million dollars.

New Concepts

Now, probably that would require some new thinking on your part. Probably it would require some acceptance of new concepts, and while I do not conceive it as being my duty to blue print these new plans, I would, with your indulgence, suggest one or two things for your consideration: First of all, let's remove the tariff on wool. Now, I admit that that is a new concept, but a hundred pound sheep produces only eight or ten pounds of wool. Why should all the protection go on ten percent of your production and the other 90 percent never be considered?

One of the previous speakers did mention the possibility of appropriating a hundred million dollars for a battleship and suggests that perhaps if it was right to do that it was right, or rather not unfair to appropriate much smaller amounts to main-

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tain essential industries. Well, supposing the War Department as a war measure were to appropriate 50 million dollars and to use that sum as a support payment. At least there would be no increase in cost beyond that 50 million, for it would not be pyramided as it went from one step to the other, and the consumer, who is saving 240 million could not complain if, out of that 240, 50 million were taken for the benefit of a sick industry.

I have just suggested that only ten percent of your product is ever considered worthy of taxation, and it has several times been mentioned here this afternoon that the production of wool is not increasing in the country, which means, of course, that we are slaughtering every year the equivalent of all the lambs that have been produced every year. Now, if that is so, why is it any more unreasonable that support payments should be paid at the slaughter house as the lamb is slaughtered and is disposed of finally, so there are no questions asked? That's the end. Why should not support by some formula that can be devised be paid to the wool grower at that point rather than in the payments on wool, which, as I have pointed out, are through the various processes duplicated so unreasonably?

Interests Are the Same

Gentlemen, ladies, these are a few of the things which I said to the members of my association in Boston. I am happy to have had the opportunity of coming here to California to see this great State, which I had never seen before, and to have had the opportunity of suggesting these things to you here. And, if I might say one final word, it would be that we should recognize that our interests are not opposites, our interests are the same, and that if, by continuing to increase the tariffs on wool, we decrease the possibility of the manufacturer of living, then you lose your only customer. Thank you, gentlemen.

Mr. Pexton: Thank you, Mr. Bentley, for this very informative talk.

As we go along, I thought I might point out some things. For example, synthetic consumption increased from three pounds per capita on an average from 1936 to 1939, to 9.2 pounds in 1953, estimated, and that's compared to wool consumption of 3.6 pounds, including carpet wools.

I might also say that wool normally produces 25 percent of the sheep's income rather than ten percent, and that lamb is protected at six cents per pound.

I used to debate a good deal about sugar,

and I was a high protectionist on sugar, and I wanted to keep out sugar and one thing and another, and I might mention that after we got the present plan under sugar we haven't heard anything for a good many years.

QUESTION: Mr. Brett Gray: Is it not true that the retail cost of any garment is dictated only by the amount the consumer will pay?

ANSWER: Mr. Bentley: Well, I don't know as I can answer that question. I never have been in the retail business. I do understand that it is common practice in the retail business to figure that they need 40 percent of their gross sales volume, and in News Week within the last month it said that many of the retail stores are paying as rent between five and six percent of their gross sales. Now, if that one item is indicative of the expense the retailer is under, he does need profits that you and I would consider just completely foolish.

You know, in the wool trade our profits—if we are fortunate enough to have them, are one percent, and half of one percent, and quite a bit of the time we are lucky if we get our money out of it, but I understand it is a matter of economics. I checked this with some friends who know a good deal more about it than I do, and they said that any book on retail economics will tell you that they mark up their goods so as to provide them a 40 percent return on their sales price.

QUESTION: Mr. Gray: Please start with the retail price and run your tariff costs in the other direction. I don't know if that's clear to you or not. I think it boils down to this: Any man can take any set of figures and do anything he wants to with them. When you come right down to it they tell me that over a long period of time there's still only about four pounds of clean wool that goes into a suit of clothes, and four pounds of clean wool times about two-bits a pound makes the tariff cost to the consumer one dollar, and that suit of clothes may sell anywhere from 50 to a hundred dollars. Therefore, I don't consider Mr. Bentley's stand in his development of those figures on what tariff is costing the American public as being either indicative or completely honest.

Mr. Bentley: There's no—

Mr. Pexton: I might say, Brett, somebody paid 86 million dollars in duties last year that was passed on, and I do know that the retail markup on clothing is about 60 percent. Now, of course, that would include 60 on the labor and the whole thing.

Mr. Bentley: There's no question about those figures.

QUESTION: Mr. Gray: Then what is our tax cost on a suit of clothes?

ANSWER: Mr. Pexton: Well, probably a hundred and twenty different taxes on a suit of clothes, and I agree with you. There's a hundred twenty-four on a piece of meat, but I don't believe that's quite the solution.



President EVERETT L. KENT
National Association of
Wool Manufacturers

EVERETT L. KENT

Everett L. Kent has been in the textile business 42 years. He's the third generation of his family to head the 110-year-old Kent Manufacturing Company of Pennsylvania. His firm was founded on January 1, 1843, which was prior to the formation of the National Wool Growers.

IT is a real pleasure for me to be with you today, and I consider it an honor to be called in to join in your discussions.

I represent the wool manufacturing industry, which is your customer. Mr. Bentley gave you a very clear outline of many phases of the problem. In fact, I'd like to have him on my team, because he covered some of my points.

Now, of course, we use large quantities of domestic wools. I have handled through the years wools from every State that you gentlemen represent. I am familiar with all of the merits and some of the demerits of each of these States' products, and I can say that we would prefer, other things being equal, to use domestic wool. Naturally we use large quantities of Australian wool, and our primary production is confined to the finest wools and the virgin product.

I mention that particularly because I am not one of those manufacturers who is trying to push synthetics, but we have to recognize the situation, and I would like to outline to you some of those facts.

Our problem is interlocked with yours. Of course, in a sense you certainly do depend upon us. If we have bad business, your business is bad. You can't export your

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wool. On the other hand, of course, we can import wool regardless of what is produced here.

Reduced Tariffs

I have heard a great deal today about the tariff, and our present duty on wool. I'd like to, just for the sake of emphasis, review one point about that. In 1948 the wool tariff was reduced, as you probably all know, from 34 cents to 25 and a half. That was a 25 percent reduction. Now, at that time, and we don't hear much about this, the tariff on wool manufactures or products of wool was reduced 50 percent. I am speaking of the ad valorem rate, not the compensatory rate representing the wool that's in the cloth. The ad valorem rate on woolen fabrics, worsted fabrics, prior to that time, was an average of 55 percent, and that was cut to 25 percent, as it now is. The point I am bringing out is that the manufacturers were cut in their protective rate 50 percent, and the wool growers were cut 25 percent.

In considering our situation, I certainly didn't come here today to give you a sad story about the wool manufacturers. It's not your problem except in so far as the fact that you depend on them to take your wools. But the wool industry has shown a terrific shrinkage in the last three or four years. For example, since January first, 1949, to date, there have been a hundred forty mills go out of business, liquidated for one reason or another.

They represented about 6500 looms and 750,000 spindles. It affected approximately 46,000 people. Now, I don't mean that that was a net reduction in that amount, because a lot of the machinery that was liquidated was moved to other areas and set up in other plants, but I think it's safe to say that there's been a severe net reduction in the productive capacity of the industry.

Severe Reduction

In addition to that we have had a few new units brought into existence in that same period, but the net reduction is a very severe one, and we know that plants don't go out of business when they are successful. Now, that happened during a period when we had the Korean War, and the stimulation of business during that period.

The inventory losses following the terrific advance and ultimate drop in wool prices, were terrific. The industry as a whole is in a very poor position today, and we are very much concerned about the subject of processing tax and increase in tariffs on wool. Personally, I think it would be a

grave mistake to impose added costs at this time, and I can't help but think that in the end it would react against us.

Now, a lot has been said today about synthetics. I don't know whether you people in the farming areas appreciate quite what has been going on, but I think perhaps one reason is that we all remember the experience of rayon and a lot of people were fearful of the results of rayon back in the 20's, and it didn't affect wool very much. A lot of people today may feel that the newer synthetics may follow that course.

Lend to Blending

I want to distinguish between the cellulose fabrics, or fibers, and what I would call the non-cellulose fibers, that is, the newer fibers, such as nylon, orlon, dacron, vinyl, and vicaro, and so on. All the way I would class them as non-cellulose, and they are more nearly like wool in their characteristics in the ultimate fabrics. They also lend themselves very much to blending. Many people are using them as high as 55 percent with very excellent results. I would say that the average of the mills that are running synthetics prefer between 35 percent synthetic, 65 percent wool, up to, but not exceeding 55 percent of synthetic.

You may wonder why one would use these synthetics because the price isn't very much less than wool. One of the primary reasons is the very great increased strength which the synthetic gives to the ultimate fabric. Personally, we would much prefer to use all wool, and in our own mills we run practically everything in all wool with one exception, which is about a 35 percent dacron blend, and we don't like it. But this whole subject is a very serious one for us and the mills that I represent, I mean our entire industry, the National Association of Wool Manufacturers, is deeply concerned over the problems of increasing duties, or imposing quotas, or imposing a processing tax, — anything that will increase the cost, — because we think indirectly it's a self-defeating benefit. It won't work out, and we think that it's just going to stimulate the use of synthetics, which we don't like to see. It may be of interest for you to know that in 1949 synthetic production was 49 million pounds. The 1954 production is estimated at 209 million pounds. That will give you an idea of that problem.

Since we were asked to indicate what we thought about a long-range program, I would like to make these additional remarks:

Impetus for Synthetics

To get at this question we must momentarily divorce the tariff from the price support program and reason as though there

was or would be a second Federal support on wool prices. In these circumstances we must answer this in the negative. An increase in the duty might raise the price of wool to the grower temporarily, but at the same time it would give a needed impetus to the production in the use of man-made fibers.

Technological advances, and increased supply of man-made fibers have joined to reduce our dependence on wool for civilian apparel and many industrial fabrics. Therefore, it is argued that the extent that wool production is to be protected in the national interest, it should be by the broader responsibility of all the taxpayers and not an obligation limited only to the consumer, who is the ultimate purchaser.

The National Wool Association believes that this question can be resolved in other ways. It isn't for us to tell you your problems, but we do not believe that these plans are effective. The plan that we would advocate spells out a subsidy program for growers on which we have not been advised of the details as yet.



Senator FRANK A. BARRETT
Wyoming

SENATOR BARRETT

Senator Frank A. Barrett is the former Governor of the second largest sheep raising State in the Nation—Wyoming—and is now serving as U. S. Senator from that State. Prior to serving as Governor he was a member of the House of Representatives. For many years he has been owner and operator of one of the largest sheep and cattle ranches in eastern Wyoming.

I am just a country boy, and I feel a little bit out of place up here with all these distinguished speakers. I know that they know a great deal more about the problems of the sheep industry and the wool industry and the woolen industry and the manufacturing industry and the associated workers along the line, than I do, but I

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Meet The Winners

State "Make It Yourself — With Wool" contest winners. Seniors are on the left.

For Story See Page 62.



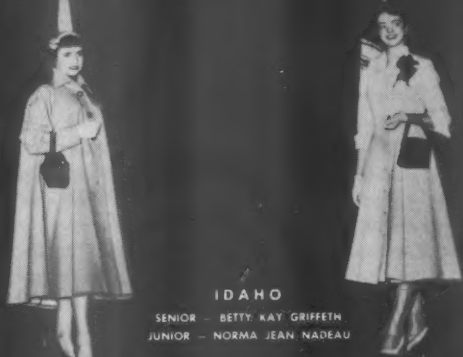
ARIZONA
SENIOR — PATRICIA CUNNINGHAM
JUNIOR — ELAINE NELSON



CALIFORNIA
SENIOR — CARLA BLACK
JUNIOR — DIANE HARRIS



COLORADO
SENIOR — MADINE LUCILLE HOUGH
JUNIOR — JO ANN HAMIE



IDAHO
SENIOR — BETTY KAY GRIFFITH
JUNIOR — NORMA JEAN NADEAU



MISSOURI
SENIOR — CLARIBEL LOU GULLIVAN
JUNIOR — DARLENE PHILLIPS



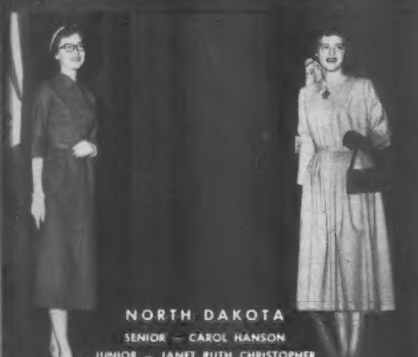
MONTANA
SENIOR — SHIRLEY JEAN ELDERING
JUNIOR — BETTY MAXINE WOHLGENANT



NEVADA
SENIOR — FUMIKO ISHII
JUNIOR — HELEN LOUISE GRISWOLD



NEW MEXICO
SENIOR — DOLORES BOMBACH
JUNIOR — NORMA JO THIGPEN



NORTH DAKOTA
SENIOR — CAROL HANSON
JUNIOR — JANET RUTH CHRISTOPHER



OREGON
SENIOR — BEATRICE LAMB
JUNIOR — JUDY HEITKEMPER



SOUTH DAKOTA
SENIOR — CAROL JO COWAN
JUNIOR — JACQUELYN JEAN CARPENTER



UTAH
SENIOR — JEAN TAYLOR
JUNIOR — JANICE CHRISTENSON



WASHINGTON
SENIOR — DOLORES LAMB
JUNIOR — JUNE ROSEMAE SHAFER



WYOMING
SENIOR — JANE GOODRICH
JUNIOR — LOIS BOMHOFF

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am just old-fashioned enough to be so dumb that I just can't understand this whole problem at all. I still am unconvinced, after listening to all of the arguing here this afternoon.

Now, it just occurs to me that there's a couple of things that are certain. Number one, to make one of these suits of cloth, such as I am wearing here, that they charged me a hundred forty or fifty dollars for, there's about \$9 worth of wool used in the process. There's a tariff on that wool of a dollar and a quarter. Now, if we would just cut that tariff off completely, as you requested, it would only be a drop in the bucket; it wouldn't help you a bit. That dollar and a quarter isn't going to make that much change in a hundred fifty dollars' worth of cloth, and if we gave you the wool, and you had that free of charge, it wouldn't help you a whale of a lot either.

Labor is Big Item

Now, why is all that? To my way of thinking it just resolves itself down to this fundamental proposition: It isn't the raw product. It isn't the service that you and people like you, Mr. Bentley, render in the process, nor even the work that the manufacturers put into the process of making the wool, making the fabrics that go into making a suit of clothes. The big item is labor. We'd just as well admit that.

Now, you wouldn't have so much trouble in the manufacturing industry, if the skilled mechanics that work in the manufacturing plants that run the looms and run the fabrics off, and the people in the tailoring shops in this country didn't get three times as much as they do in your native England. That's the whole thing in a nut shell. We might just as well admit it.

And we wouldn't have so much trouble with the cost of growing wool were it not for the fact that the men who work out on the prairies and the hills and the mountains of Wyoming and Montana, Colorado, even down on the plains of Texas, get about ten times as much for their services as do the laboring people in Australia and New Zealand and South America.

Now, let me tell you something: You can talk about free trade all you want, but the time is going to come in America, and it isn't too far distant, when the laboring people, whose jobs are being exploited all over the world, are going to rise up and say, "Listen, take care of us, Mr. Congress," and Congress will take care of them. That's all there is to it.

Self Interest

Nations, like individuals, act in self interest. Great Britain has looked after Great Britain in a magnificent way for over a century, and I don't blame them one bit. I think Winston Churchill has done a grand job for England and the British Empire, and I admire him for it, but I think the time has come when the leaders in America have got to stand up and say, "We are going to stand up and look out for the people of the United States of America."

Now, let me tell you something: Put wool on the free market and you won't sell any of these suits of clothes out in this great West. They will be wearing denims, and they will have to get along with blue denims, and they will have to be peons, and we don't want that in America. We want a country here where we can educate our people according to the American standard. We want our boys and girls to have the same opportunity that we had, and to do that we've got to maintain the American standard of living. There's only one thing that will result from all these things:

You are not going to bring people of the world up to the American standard of living. You will bring us down to their standard of living. Don't forget that.

Now, I think that the Federal Government got the worst end of this difficulty. I think they ought to get themselves out of it. And I want to prove that to you.

Mistakes

When the war came along, I was down there in Congress, and I was running some sheep too at the same time, so I think I know when dollars are involved you learn pretty fast. They put the OPA in and they slapped the ceiling price of 42 cents on wool, and they let wages sky rocket. Why would a fellow work on a ranch for \$200 a month when a Government agency would hire them for \$450 a month? And the wages just went up and up and up, and the cost of production went up, but the price of wool stayed there. Now, what happened? We've got 800 million acres in this western country that produce grass, good for grazing and grazing alone. In order to support the people that live in that area you've got to run either cattle or sheep, and when they found out they were going broke in the sheep business, they went out of the sheep business and went into cattle, and that's why Secretary Benson told you here this morning that the sheep population dropped from 49 million head of stock sheep in 1942 to 26 million head in 1950—fewer sheep in the United States than in the last 80 years.

What did those people do? They didn't go out of the stock raising business. They went into cattle. So they created this unbalance, so we've got the sheep business on the brink of ruin, and we are bringing the cattlemen along with them. So it seems to me that it's high time that the Congress of the United States and the people of the United States take cognizance of this situation and do something to protect it.

More Tariff Changes

Mr. Bentley said there are a lot of changes in the tariff. Let me tell you the changes in that tariff. When we had that 34 cents that represented about 50 percent of the price the farmer got for his wool. Those years we were getting in our country 32 cents, and the tariff represented about 16 cents of it, about half of it. In 1948 they reduced that tariff from 34 to 25 and a half cents.

That wasn't the only change. When they cut it down the percentages dropped, dropped terrifically, and the difference in the value of the dollar did that, and right today, instead of the tariff representing 50 percent of the price of the wool in the market place, it represents nearer 20 percent. That's just about the situation.

That's what's taken place in the tariff, and that's why we are in such a bad way. I think that we'd just as well be pretty realistic about this thing. We sent billions and billions and billions of dollars all over the world since the fighting ended. I think the time has come when we've got to look at our hole card. I think the time has come when we've got to take a reckoning about what the results—got to see what we have harvested from that great expenditure. I don't think we've got any more friends now than we had when we started sending that money over. I doubt if we've got as many, if you ask me.

First Duty

And something else, if you don't keep America strong, if you sap the strength of this country, who is going to defend the free people all over the world? I think we'd better keep this country strong; we'd better keep it strong morally, strong militarily, and strong economically, and that's the first duty we owe to the people of this country.

Let me ask you this question: We produce 230 million pounds of shorn wool a year, and we've got a hundred million pounds in the stockpile of the C.C.C. Can you imagine Australia countenancing anything like that for ten minutes? I can't. They are not that foolish. They wouldn't

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stand for it. They'd take care of their own people. They'd take care of the treasury of Australia, and it's time we woke up a little bit here in this country and got a realistic program.

Now, if you ask me, I'd put that tariff on. I'd put it back up, so that I protected the people of this country, and when you do that, I think we are doing a good turn for the people of the world.

I don't know whether the Tariff Commission has decided that question or not. I am not prepared to say. I think they have, but if they do put an import fee on there, I'd like to see it go on. I don't know whether it would be adequate or not. I've got my doubts whether it would be adequate or not. But I don't think it's going to be as low as the eight cents the Department of Agriculture recommended, I will tell you that, Mr. Bentley; but even though it's more, that still wouldn't be adequate.

Be Realistic

The Secretary of Agriculture told you that the Congress has decided as a matter of policy we ought to produce 360 million pounds of wool per year. It's going to be a long time before we can build back to where we can produce 360 million pounds of wool a year, but I think we ought to be headed for that figure before very long. So I say to you here, let's be realistic about it; let's get that import fee if we can. If we can't get it, then I say the blame belongs right down with the Government of the United States in Washington and they ought to do something about it.

I don't like these direct payments. I'd prefer to have it done some other way; but this much I will say, that the economy of 200 counties in the mountain West is at stake on this issue, and I think we've got to look out for them. We've got to look after the people that depend upon the production of food and fiber for this country. And let me tell you something else: The sheep population declined at the rate of between four and five million head a year for five straight years, and with the prices we got the last two years we are headed for another similar four or five years, and if that happens, you will wipe out the industry in this country.

Prices Will Sky Rocket

Further from that, let me tell you, the minute that happens the price of wool in this country will go sky rocketing and you will pay through-the-nose for the wool you will need here to manufacture the cloths

and the garments for the people of this country.

What I want to say to you is this: If they don't want to give us these import fees, then you are overlooking the laws that Congress put on the books, because Section 22 provides for just exactly that. If we get those import fees and they are adequate, that will probably tide us over, but if we don't get them, the burden is on the Government of the United States to protect the sheep industry.

Now, I hear a lot of people saying, "Oh, we can't use those Section 32 funds to support the wool growers of this country?" Why the heck can't we use those Section 32 funds? That's what I'd like to know. You know, that they have used Section 32 funds for the last 15 years. One billion three hundred eighty-four million dollars of Section 32 funds, to support 89 agricultural commodities, and during that time the tariff on wool put into that fund well over a billion and a quarter dollars, and not one penny of that money, Section 32 funds, has been used for the benefit of either sheep or wool. That's nonsensical to say that you can't use 30 percent of the tariff money under Section 32. If you can do it for 89 other agricultural commodities, you can sure as the world do it for wool.

Tariff Payments

And so I say this: I wouldn't favor for one minute cutting that tariff a bit. It's way too low at the present time. It ought to be double what it is, and then I don't know whether it would be adequate or not. But if they don't want to impose these import fees, then I am in favor of making double use of that tariff and making these payments to the wool growers of this country so they will have a chance for their way out. I believe if the men and women here today will look at this problem from a realistic attitude, they will come to the conclusion that we should reaffirm our positions here and now: Number one, we believe in the protective tariff; we believe that it should be adequate to compensate between the difference in the cost of production here and abroad, and particularly the difference between the labor costs here and abroad. Number two, under the Section 22 proposal we ought to have import fees imposed immediately so that the 1954 crop will be protected with an increased tariff in the nature of an import fee. Number three, if the Government says, no, we can't do either of those things, then support this industry and call upon the people of the country to protect the industry that's been sacrificed because of the attitude towards world peace, and not charge up

against one industry the entire cost of that program.

QUESTION: Mr. J. A. Hooper: Mr. Chairman, I'd like to direct this question to the Honorable Frank A. Barrett, and the Honorable O. C. Fisher, for a joint answer. We have legislation in the United States that provides for trade in interstate commerce and permits that trade only when such States ship goods and products that are produced in States which have and comply with child labor laws, wage and hour laws, sanitary and safety laws. Why not have the same provision in international trade that we have in interstate trade?

Mr. Pexton: Is that question clear, Senator? He wants the same rules on say, child labor and so forth, in international trade that you have on domestic trade.

ANSWER: Senator Barrett: Well, I believe that would be a very wise policy. However, of course, we couldn't legislate on foreign countries. That's a certainty. It would necessarily constitute an embargo for all of those countries that employ child labor, for instance.

My idea, as you no doubt know, after my raising my voice up there a few moments ago, is to protect the producers of this country, the laboring people of this country, the manufacturers, and the distributors against the disparaging difference between the cost of production here and abroad, and I would much prefer to do it that way. We can't compete with those people when they engage in those kinds of practices, nor when they use the peon labor to compete against highly skilled, highly paid mechanics in this country.

Representative Fisher: I would not undertake to add to what Senator Barrett has said. Of course, it would not be for the Congress itself to legislate on that subject. It being an international question, it would have to be one negotiated between various governments who would be participants in any such a program. Of course, the Congress can legislate, as the Senator says, in the form of an embargo against the importation of any product that is manufactured by child labor or for any other reason that the Congress might see fit to incorporate in the legislation, but so far as the analogy between the Interstate Commerce Commission, and the burden placed upon it allegedly by child labor going into the manufacture of interstate products, again that would be a matter of negotiation between the various governments that might want to undertake that sort of an agreement or a treaty.

QUESTION: Mr. G. N. Winder: I want to direct this question to Senator Barrett

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and to Congressman Fisher. I think we agree with both their statements that tariff protection is the proper way. They may not want to express their views on the question I am going to ask, but I am going to ask them what they think are the chances of getting proper legislation through Congress to provide for proper tariff protection for the wool industry.

ANSWER: Senator Barrett: Well, I don't mind telling you that I think there's a lot of misguided people in this country at the present time, and I don't believe that the — I think they have been sold a bill of goods. Now, I can tell you about a story. We had an Irishman up there — who is a wool grower, by the way — and he was in Casper, and he was on a jury, and he heard a murder case, and the jury stood 11 to one for conviction, and somebody was talking to this fellow afterwards and he said, "That was 11 of the stubbornest guys I ever had to sit with all the while."

And that's about the way I feel about this tariff. I am pretty stubborn about it. I think you are going to find the C.I.O.'s and the A.F.L.'s and all the rest of those fellows when their people start being laid off as they are in these 140 mills that have been closed, out of the watch factories, and out of the glass factories, — will get sick and tired of it, and they will say, "We want to protect American laboring people. We want these jobs here. We don't like this idea of sending them abroad."

You can produce anything under the sun, automobiles included, cheaper overseas than you can here. Now, the only question is that they've got a billion-dollar investment in an automobile plant up in Detroit and there aren't the finances to put it in Europe, but you put that billion dollars into an automobile plant over in Germany, and they will get the skilled mechanics to produce the automobiles, and they will show these fellows in Detroit how cheap they can produce them with that cheap labor.

So that's all there is to it. The time's going to come when we are going to get it, but as of today the people wouldn't back up the proper tariffs. That's my judgment of it, and I don't think the Congress would go along with it, as of today.

Representative Fisher: Well, I rather agree with Senator Barrett regarding that question. Of course, there would be a lot of questions asked if this proposal comes before Congress, and the answer will probably depend on some things that may happen between now and the time that it should occur. In the first place, a lot of the

cotton people are going to raise questions about full parity when they get their 90 percent only, and the wheat people, and a lot of the others, and then there will be those who will say it's going to be shades of the old Brannan Plan, and that's going to start an argument that will echo all over the capitol.

Of course, I recognize there are distinctions, but basically the same principle applies.

Then, on the other hand, there will be those who will say that we have in Section 22 appropriate relief available to the wool growers if they are in such a bad condition, and why don't they first exhaust their remedies there before they come in with this proposal. So there will be many questions raised. It's not going to be any push-over. It's a revolutionary proposal, and it's one on which we can't very well predict, as I see it, at this moment, what the outcome might be. Then again, too, it's going to depend in no small degree on the amount of support that comes from the Administration. That applies to this or any other program of its kind.

We saw this situation, for example, in the Simpson Bill, which the wool growers supported, which I supported, and which I spoke in favor of, when it was before the House. Of course, it involved other things, including the oil industry, and things of that kind, and it was a little bit complicated. It wasn't isolated with respect to wool, but there we saw the House march up the hill and down the hill, and we saw the weight of the opposition party, that is, the Democratic Party leadership, and finally the Administration decided it was not the smart thing at the moment at least, to pass it, and so it was defeated.

So a thousand things can happen up there that might very well swing the tide one way or the other, and a lot of those things will depend on many things that may happen between now and the time that will happen.

SENATOR YOUNG

Senator Milton R. Young was born and raised in North Dakota, the State which he represents in the Senate. He operated his farm near Berlin, North Dakota before he was elected to the Senate. At the present time his three sons are running the farm.

(EDITORS' NOTE: Senator Young was not a member of the Wool Panel, but his talk, given as part of the Federal Lands Panel, dealt so greatly with the wool problem that it was decided to run his speech this month as part of the wool panel.)

I think the future of the wool industry, like every other segment of our agriculture and economy, is in trouble. If we took away price support programs today hardly a segment of our agricultural economy wouldn't be in trouble. Practically all of them are. The cattle industry is in as much trouble as any of them, and the Federal Government, as you know, has purchased about the equivalent of 800,000 head of cattle through its beef purchases to alleviate this situation, which I think is a good program.

The Secretary estimated about a hundred million dollars of Section 32 funds have gone to help the cattle and other industries producing perishable commodities, and about that much is obligated of Section 32 funds for next year.

Now, one of my duties as a member of the Appropriations Committee is to serve as chairman of agricultural appropriations. I think we may run into a little trouble using too much of Section 32 funds to support any one commodity. I think the action was fully justified, and in fact more of it may have been justified. But with respect to wool, you wouldn't have much of a problem if we just had sense enough to curb or to curtail imports a little.

Produce Too Much

The Government says to us wheat farmers: "You produce too much. That's your trouble. We can't handle all this." Now, you wool producers certainly haven't produced too much. In fact, you only produced about a third of our national requirements. But I think it all simmers down to one thing; you can't produce wool as cheaply as some foreign countries. We can't produce wheat and other commodities as cheaply as some foreign countries.

In the last 15 years we have had a 300 percent wage increase in the United States, and in the European countries they have only had a 70 percent wage increase. That's pretty tough competition.

In Canada, transportation rates are approximately one-third what ours are. Canada isn't spending their guts out on foreign programs as we are. As a result they are practically out of debt, their taxes are nothing compared to ours, and their wage scales are way below ours. That's pretty tough competition.

I think you would be interested in a letter I received on November 17 from the President of one of the big grain exchanges of the United States. I think probably the outline of this letter is almost identical with your own. "I am enclosing a copy of a wire I sent to the President yesterday, and be-

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lieve me it was a tough one. The grain markets are beginning to act almost demoralized. They can't take these constant imports at cheap foreign rates. Yesterday there were wire reports of shipments, I believe, close to a million bushels of rye from Fort William, and about a hundred fifty thousand bushels of oats."

No Rye Surplus

We have no surplus in rye at all. If we had sense enough to keep out imports, we wouldn't have to have price supports at all.

Then the letter goes on to say. "Then I see from the ticker report of the United States Department of Agriculture that imports of Canadian oats last week totaled three million bushels, bringing the total since July one to 28,100,000 bushels, compared to 22.5 million bushels last year. Other imports include 942,000 bushels of barley, and 675,000 bushels of rye.

"For several years the Argentines held grain off the market although they did have a couple of bad drought years when they had little or no grain to export. Now, however, they are backing up the export market with both feet. They are reported selling rye about 85 cents a bushel f.o.b. the shipping port in Argentina, and I believe some of their oats are also moving into the United States.

"I think it is quite evident that since the President has now asked for a Joint United States and Canadian Trade Commission to be appointed to study the trade between the two countries, he will be doing nothing at all to halt the imports of these grains,* and it will be up to the Congress when it meets again to do something about it.

Imports Need Controls

"I would suggest that Congress consider allowing foreign imports to come in only when prices to farmers, as published by the United States Department of Agriculture, are up to one hundred five percent of parity. This would undoubtedly mean that the United States markets would be graded considerably higher than foreign markets.

"Now, the Canadian transportation rates are only about one-third of what ours are down here, so I think it would be also in order to up the duties about three times what they are now.

"It's too bad that Congress isn't in session right now," and it goes on, and on.

The reason I read this letter to you is to point out that there are other segments of

our economy worried about these imports too, and by joining with the grain producers and the dairy producers and some of the others it is, or it may be possible to get some curb on these imports.

You wouldn't have to have much of a curb on imports of wool to take care of your entire situation. The alternative, of course, would be to carry on the loan program, or to adopt something along the lines as suggested by Secretary Benson yesterday.

Surpluses Overestimated

I don't think the surpluses we are carrying are as bad as some people think they are. I deplore all this talk about surpluses, particularly of some commodities that we are not in trouble in at all. We only have about 90 million pounds of wool in the Commodity Credit Corporation's stocks, and if we didn't have that wool there the Government of the United States would probably have to stockpile that much or more when the world situation is such as it is.

I think we are far from out of the woods in this Korean War, and I don't think we are in a position to let our stockpiles drop down to nothing. We are stockpiling tremendous amounts of rubber and all kinds of other materials, even pepper and castor oil.

Well, I think that about concludes my remarks except I would like to say that if we accept this program that was proposed yesterday, and if you wool growers want it, I am going to help you get it — but I would think twice before you jump over to a system where you would be each year on a dollar or direct subsidy payment.

As chairman of the agriculture appropriations I know a little about this business of appropriating money. We haven't had any trouble with the sugar act so far. The amount we kick in has offset the amount of cost. But, if you put the wool growers on a direct subsidy each year, and the wheat growers, and the cotton producers, it won't be a very good looking business.

Net Profit

You know, so far as basic farm commodities are concerned, that's wheat, cotton, corn, rice, tobacco, rye and peanuts, over the 20 years' operation of that program, there was a net profit as of last February of \$4,800,000. So at least until last February over the 20-year period we could say to the rest of the Nation that we didn't take a subsidy because there was a profit in the program, but we are running into trouble now.

Drought may take care of it, curtailment of production may take care of it. I think

we can afford to spend some money to export some of our commodities, much more than we are doing now. But, anyway, I would think twice before I would subject myself to a yearly subsidy from now on until eternity, particularly for an industry where it wouldn't be necessary at all. If you had a little curb on importations as we have on wheat, you would be in good shape. Now, the tariff on wheat doesn't affect us so much because we have a quota of imports of only 800,000 bushels a year; 795,000 of that quota goes to Canada. If you had just some kind of a provision like that to limit wool imports a little, you would be in pretty good shape.

On Subsidies

Now, just a word about subsidies. According to the Bureau of the Budget—I got these figures just a short while ago — the subsidies to industry this year total a billion 63 million dollars. The subsidies to agriculture are just a little over 540 million dollars, and that includes soil conservation payments, sugar, and all the rest of them combined. The subsidy to labor is 222 million dollars. So when people tell you that farmers are the highly subsidized class in this country, you can tell them from me that they are entirely wrong.

I think we are in a different position than the rest of the country. I think everyone recognizes that the prices of industrial goods are pretty well rigged, and the costs of labor are pretty well rigged to contracts, labor contracts, that run for a year or two.

The producer of food and fiber has no way, at least I have never found any way yet, where he can add his additional labor costs, his additional taxes and transportation as an industry can. So long as we are in that unequal situation, I think it's up to the Government to do something about prices. That is, if we want to prevent another depression.

L. M. PEXTON SUMS UP

NOW, it's my job to sort of sum up. I got into this program last August by request, I might say. I have made a rather intense study of it since then, that to some extent influences my summary.

Why can't we use Section 32 funds to support wool? Well, it seems that Congress in passing the bill providing for Section 32 funds provided that 30 percent of all duties would be used to support perishable agricultural commodities, and that's the reason

*See separate story on the imposition of curbs on oat imports.

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you can't use Section 32 to support wool. But I have argued this way: For example, wool duties last year were 86 million dollars. That was 61 million on raw wools, a million six on yarn, eight and a half million on tops, and 15 and a half million on wool cloth, and after you take out 30 percent or 25 million, you have 60 million left.

Now, it's generally agreed that we don't levy duties now for revenue, but rather to equalize labor, and you have heard a lot about labor. We've got 60 million dollars left there in duties on wool, that could be allocated toward the support of wool, to the wool grower.

I think we are here today in this discussion not to debate at all whether the wool grower needs support. From what the Secretary has said, and from what everyone else said, I am sure we are all agreed to that, and I am sure that either the Secretary or the Congress or the President would agree that the industry has been mistreated and needs some help.

But, what is the best way to do it? Senator Mundt made a very fine talk, but he didn't say anything about synthetics, and Senator Barrett didn't mention that either. Now, I think we are faced just like the butter people with competition within America as well as outside. This to me has a security reason. We need wool produced in America. We are too far from other sources of wool. We need it in the Army; we need it in the Navy; we need it in the Marine Corps. We need it for workers. Now, if we are going to have wool produced in America, we've got to pay for it. Personally I would like to see it supported with an allocation of the tariffs paid by wool. But to sum this up still further, the Secretary called attention to the fact that a 90 percent parity was not sufficient, was too low. I think we are all agreed on that, that we should have a higher parity of some kind, and I think that, under the present law, could probably be brought about.

There are various ways. For example, you might increase tariffs, and maybe it will and maybe it won't. Remember, wool has sold in this country at various times below the amount of the tariff. It is by no means automatic that an increase in tariff is going to increase your income. I think it's also agreed that it's going to hurt the income of the wool manufacturer, which is your outlet.

There's been discussion of a processing tax, similar to the processing tax which creates the sugar subsidy. All sugar producers or manufacturers pay a 50 percent per hundred pounds processing tax, but the major-

ity of that comes from foreign producers. American producers also pay it. If you had a processing tax here it seems to me that it either comes out of the producer or it comes out of the consumer.

Now, the consumer can make an election of whether to buy synthetics, whether to buy combinations or not. If it comes out of the producer we are back worse than we were before. Certainly the producer does not pay the present tariff, but it's entirely possible he could pay a processing tax, and that defeats the purpose that we are here for.

I am absolutely opposed to any further reductions in the wool tariff. I'd like to see the tariff stay where it is for some years, as a matter of experiment, but again, I think, in view of all the discussion, and the studies that have been made the past few months, that this is a security thing; that it should be charged to the United States Government, same as a battleship.

If you supported wool at ten cents a pound in the grease, deducting the present cost, it would only cost about 12 and a half million dollars a year, and last year you had 60 million dollars left that might be allocated to that.

I am a high tariff person, and have been for years, but it seems to me in this particular commodity with your domestic synthetic production, which cannot be levied, which cannot be controlled, which cannot be taxed, you are in the same position as butter versus oleomargarine, and the Government today owns 905 million pounds of butter, or rather dairy products, including butter, that they don't know what the devil to do with. Our storage cost, I was told by the Secretary of Agriculture today, on all of our supported commodities is \$435,000 per day, not per week, month or year, but \$435,000 per day. And that includes a billion pounds of cottonseed oil and those things.

Here we've got a chance that wool will sell on its merits under this program. Let's assume that parity was 60 cents, and average sale prices were 50 cents, or a difference of ten cents a pound, that is one-sixth or 16 2/3 percent. Whatever you sold your wool for, if you had high quality wools that brought 70 cents a pound, you would still get 11 1/2 cents direct subsidy or indemnity from the Government.

Now, if you had low-yielding wools and tags and things like that which only brought 50 cents per pound on the market, then you'd get 8.3 cents per pound. They wouldn't pay the difference between 50 and 60 for that sort of wool. Neither would the fact that you made a good sale or that you had excellent wools limit the amount of indemnity that you might get, assuming

you got over the parity or support price.

Gentlemen, I think you must consider this very seriously. I think you must look into the future. You must select a program that's going to be somewhat permanent.

As has been mentioned here, you have had 12 changes. Now, partly changes are due to changes in foreign exchange. In Argentina and Uruguay, when I was down there, they were cutting their exchange, which in effect jumped the tariff, and they can do it again. Under this program you would have a permanent solution, like your sugar industry, and I haven't heard a word of complaint from them since it was put in 15 years ago, and I do hope you will give this most serious consideration.

1954 Support Program

THE U. S. Department of Agriculture on December 9, 1953 announced a national average wool support price for the 1954 marketing season of not less than 52.1 cents per pound, grease basis. The support price reflects 90 percent of the estimated parity price as of the beginning of the 1954 marketing year.

The national average support price for 1953 wool production is 53.1 cents per pound, grease basis, or 90 percent of parity as of April 1, 1953.

A minimum support price for 1954 wool was announced in accordance with forward pricing provisions of the Agricultural Act of 1949. If the wool parity price as of April 1, 1954 (the beginning of the wool marketing year) is higher, the support price will be increased to reflect 90 percent of the wool parity price at that time. In no event will the 1954 season support price be less than the 52.1 cents per pound.

The announcement of a minimum support price in cents per pound as well as the support level in percent of parity at this time is designed, the USDA says, to aid wool producers in making their production and marketing plans for the 1954 season. Operating details of the 1954 wool support program and the actual support prices for shorn and pulled wool by grades will be announced in April 1954 when the marketing year begins.

The USDA also announced on December 9 that the support level for 1954 mohair production will be at 83 percent of the parity price for mohair as of the beginning of the marketing year, April 1, 1954.

The U.S.D.A. has emphasized the fact that while operations under the 1954 wool price support program do not begin until April, both shorn and pulled wool produced in the January-March period of 1954 will be eligible for support under the 1954 program.

-U.S.D.A.

Packers and Stockyards Act

SECTION 407 of Title IV of the Packers and Stockyards Act provides that the Secretary of Agriculture may make such rules, regulations and orders as may be necessary to carry out the provisions of the Act. The regulations now in effect were last reviewed and reissued in January of 1943. Most of these regulations have been in effect for a good many years, some of them having been promulgated shortly after passage of the Act in 1921. Due to changed conditions in livestock marketing, and administrative problems raised primarily by extensive trade practice investigations conducted in recent years under authority of the Act, those charged with the responsibility of enforcing the Act, and leaders in the livestock marketing industry and in producers' organizations considered it desirable to bring certain of the regulations up to date by appropriate revision.

Accordingly, after Department representatives had held many informal discussions with interested parties over a period of two years, hearings on proposed changes in the regulations were held at nine locations throughout the United States in September 1952. Based on the information developed at such hearings, which were well attended by industry and producer representatives, the original proposed changes in the regulations have now been revised and put into definitive form. The definitive proposals were published in the November 7, 1953, issue of the Federal Register. The Federal Register notice provided that persons desiring to submit written statements concerning the proposed revisions might do so within 30 days after date of publication of the notice. Since that time, the time for filing statements supporting or protesting the proposed revisions has been extended to January 7, 1954. The proposed changes, among other things, would include the following provisions in the regulations:

(1) Requiring commission firms, in their exchanges and trade organizations, to exclude dealers, packers and others who represent interests which conflict with those of producer-consignors from participating in the making of rules and regulations to govern the relationships of the commission firms to their producer-consignors (Sec. 201.4-b). At two or three of the major stockyards, dealers and packers have been permitted to become members of livestock exchanges, trade organizations composed primarily of commission firms which act as producers' selling agents. After the issuance of this proposed regulation, such dealer and

packer exchange members will not be permitted to take any part in the making of market rules relating to the relationships of the commission firms, as agents, to their producer-principals.

(2) Establishing reasonable standards for applicants for registration as commission men by requiring each applicant to establish his integrity, his ability to fulfill the financial obligations he would incur in operating as a selling agent of producer-consignors, and his ability to perform the selling and/or buying services he proposes to furnish at public markets (Sec. 201.10-b). A commission man, as selling agent for producers, handles in the course of a year livestock of great value and proceeds of sales totaling hundreds of thousands of dollars belonging to such principals. In addition, a commission man holds himself out to provide expert selling services to those producers who consign livestock to him. This proposed regulation would establish reasonable standards for applicants who seek to enter this very important agency field.

(3) Providing for the registration of regularly employed packer buyers (Sec. 201.10-e). If a commission man or dealer operating at a stockyard supervised under the Act is found, after having had opportunity for hearing, to have engaged in a dishonest or fraudulent practice, the Secretary may suspend such registrant from operating for a reasonable period. This regulation would require the registering of buyers employed by packers to purchase livestock at markets supervised under the Act. If the proposed regulation becomes effective, the Secretary will have authority to take disciplinary action against individual packer buyers comparable to that he can now take against commission men and dealers.

(4) Requiring each commission firm to furnish its own bond (Sec. 201.29). Although the Act authorizes the Secretary to require "reasonable bonds from every market agency and dealer," by regulations issued in earlier years those registrants who were unable to obtain bonds of their own have been permitted to have their operations "cleared" by other registrants. This proposal, if put into effect, would no longer permit a selling agency to be cleared by another registrant. Each commission firm (holding itself out to sell livestock on a commission basis) would be required to provide its own bond. As stated above, any

commission firm receiving any volume of livestock will, in the course of a year, handle livestock, and proceeds of sales, belonging to consignors valued at several hundred thousand dollars. The proposed regulation, if made effective, would require each selling agency to have sufficient financial standing of its own to obtain a bond from an approved surety company to assure prompt payment of net proceeds of sales to consignors.

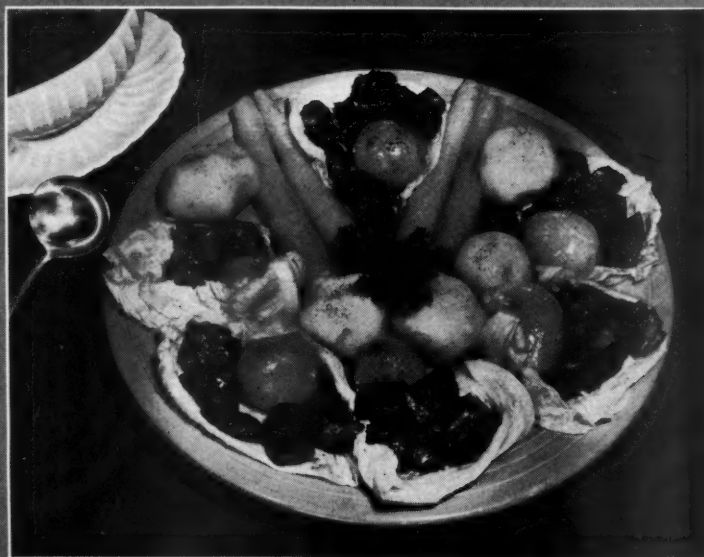
(5) Providing that, after a date specified in the proposal, commission firms engaged in selling livestock for producer-consignors shall not finance or clear the operations of market dealers or speculators (Sec. 201.10-g). At the present time, a small number of commission firms at a few public markets are engaged in financing the operations of dealers or speculators regularly engaged in buying livestock at such markets. This proposal, as is true of several of the other proposals, would require selling agencies to disassociate themselves from associations or activities which might impair their loyalties as agents to the producer-consignors.

(6) Increasing the minimum bond coverage for a registrant from \$2000 to \$5000 (Sec. 201.30). Commission firms and dealers subject to the Act are now bonded in an amount exceeding 45 million dollars to assure performance of the financial obligations they incur in operating at markets supervised under the Act. These bonds have had a very desirable stabilizing effect on the livestock marketing industry, particularly at times when business conditions generally have been unsettled. In many instances experiences of the past few years have shown that the present \$2000 bond minimum is not adequate to afford producers the protection the Act contemplates.

(7) Requiring each commission firm, engaged in selling livestock for consignors on an agency basis, to maintain a custodial bank account, separate from the firm's general bank account, and to deposit all proceeds of sales of its consignors' livestock to such custodial account (Sec. 201.42). Due to the fact that commission firms collect normally much more promptly from buyers to whom they sell livestock than producers present their net proceeds checks for payment, large balances of funds representing producers' proceeds of sales build up in commission firms' bank accounts. Since these funds belonging to consignors are, in effect, being held in trust by the commis-

(Continued on Page 57)

LAMB DISH OF THE MONTH



A New Year's Delight

Start the New Year with Hearty Lamb Stew

Lamb Stew
Potatoes Carrots Onions
Cabbage Cups
Tomato Aspic
Hot Biscuits Butter or Margarine
Apple Pie
Coffee Milk

LAMB STEW

2 pounds lamb for stew
3 tablespoons lard or
drippings
2 teaspoons salt
¼ teaspoon pepper
1 cup water
6 carrots
6 small onions
6 medium potatoes
6 whole cabbage leaves

Brown meat slowly in lard or drippings. Season. Add water, cover and cook slowly for 1 hour. Add carrots, onions and potatoes and continue cooking 30 minutes longer or until meat is tender and vegetables are

done. Cook separated cabbage leaves in boiling salted water for 5 minutes. Serve meat in cabbage leaves in boiling salted water for 5 minutes. Serve meat in cabbage cups and arrange other vegetables on platter. Thicken cooking liquid for gravy, if desired. 6 servings.

Department of Home Economics,
National Live Stock and Meat Board

Report

On January's Lamb Market

DECEMBER'S slaughter lamb market was somewhat erratic, with sharp price fluctuations, but prices late in the month were fairly steady compared with those paid the first week of December.

Receipts at principal markets for December were considerably below those of a year ago. Packer buyers, as in former years, have been discounting heavier lambs. Those weighing 110 pounds and up were dis-

counted from \$1 to \$3 during December. The available supply of feeder lambs was in fairly good demand, although prices weakened during December. Slaughter ewe prices fluctuated during December but were stronger late in the month.

Choice and prime slaughter lambs sold on various markets during December mostly in an \$18 to \$21.50 price range. Good and choice grades brought \$16 to \$20.75. Cull and utility slaughter lambs sold mostly from \$8 to \$17.

Good and choice slaughter ewes sold during December mostly in a \$5.50 to \$7.25 price range. Cull and utility slaughter ewes brought mostly \$3.50 to \$6.25.

Good and choice feeder lambs sold from \$13 to \$19.25 although \$18.75 was the top price late in December. Most western feeders sold at \$16 and above. Common to good feeders brought \$11 to \$16.

COUNTRY SALES AND CONTRACTING

Texas

Feeder lambs in the Edwards Plateau area sold during December from \$17 to \$18. Sales included around 2300 mixed lambs contracted for January delivery off wheatfields at \$18 and 2000 head of heavy woolled lambs for delivery off grain fields from December 15 to January 15.

Kansas

Snow and ice-covered wheat pastures in mid-December forced some feeders to move lambs out of northwestern Kansas. About 7500 lambs in the distress area were sold at \$18.50. Wheatfield ewes purchased by packers reached a seasonal high mark of \$7.25.

Wyoming and Montana

A few bands of mixed fat and feeder lambs sold in mid-December in northern Wyoming and Montana for immediate delivery at \$16 to \$17.25, these carrying fall-shorn to full-wooled pelts.

Pacific Northwest

Woolled slaughter lambs in the beet-top areas of Washington sold mostly at \$18.50 during December with some bringing \$19. Most of these sold f.o.b., some with overnight stand. A sizable band of mixed fat and feeder lambs in the Quincy, Washington area brought \$17.50 for the entire shipment, proportion of feeders unknown. Two loads of whitefaced yearling Montana breeding ewes sold at \$18 per head f.o.b. One band of 2000 head mixed fats and

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feeders, estimated about half and half, sold at \$18.50, producer trucking a short haul and taking a 3 percent shrink. Another lot of around 500 head sold at \$17.75 f.o.b., no shrink.

California

Sheep and lambs were in generally good condition the latter part of December in the Central Valley of California. Spring feed prospects were reported very good in December in the San Joaquin Valley, and sheepmen anticipate good early lambs if weather conditions remain favorable. A few loads of fed woolled lambs sold in central California at \$19 to \$20. The California Crop and Livestock Reporting Service has estimated that 263,000 lambs are being fattened in California for winter and spring marketing. This number is 23 percent above the number on feed a year earlier. The number on feed in the Imperial Valley is reported to be the greatest on record.

Lamb Feeders Meet

THE National Lamb Feeders Association voiced opposition to livestock price supports at their annual meeting in Omaha on November 19 and 20, 1953. Informative reports and panel discussions on all phases of the industry made up the convention program.

A. E. Adams, Sycamore, Illinois, was elected president of the organization. Vice presidents elected are: Leroy Getting, Sanborn, Iowa; Lester Stratton, Wentworth, South Dakota; Dwight Heath, Lamar, Colorado; Ervin Dittmer, Leonard, North Dakota and W. D. Farr, Greeley, Colorado.

The organization also urged in formal resolutions:

1. That heavy lambs be considered with other meats in Section 32 purchases by the Government.
2. That the Bureau of Animal Industry and State Agencies expand blue tongue research, that sanitary officials not put blue tongue embargoes on sheep alone, and that producers vaccinate for sore mouth to avoid confusing sore mouth with blue tongue.
3. That pulled wool be included in any Government wool program.
4. That the 5-year average system of income tax levels be used for high risk enterprises such as the sheep business.
5. That a considerable portion of Section 32 Government funds be set aside for lamb and wool promotion, research and education.
6. That the National Lamb Feeders Association contact the proper agencies of Government and advise them that the association is unalterably opposed to livestock price supports.

A special committee was appointed at the meeting to confer with the National Wool Growers Association at their convention in Long Beach for the purpose of coordinating lamb promotional work instituted by either group.

Prices and Slaughter This Year and Last

	1953	1952
Total U. S. Inspected	1953	1952
Slaughter, First Eleven Months.....	13,056,000	11,476,000
Week Ended	Dec. 26	Dec. 27
Slaughter at Major Centers	178,571	177,669
Chicago Average Lamb Prices (Wooled):		
Choice and Prime	\$21.00	\$22.29
Good and Choice	20.06	21.33
New York Av. Western Dressed Lamb Prices:		
Prime, 40-50 pounds	\$41.00	\$41.83
Choice, 40-50 pounds	39.00	40.83
Good, All Weights	36.00	38.33

Federally Inspected Slaughter—November

	1953	1952
Cattle.....	1,609,000	1,151,000
Calves.....	658,000	510,000
Hogs.....	5,540,000	5,772,000
Sheep and Lambs.....	1,159,000	1,069,000

Champions at the International

CHAMPION winners in the sheep division at the 1953 International Live Stock Exposition held in Chicago, November 28-December 5, are:

Champion Carload of Lambs of Show—H. C. Besuden, Winchester, Kentucky.

WETHERS

Champion Wether Carcass—Purdue University, Lafayette, Indiana, a Southdown.

Grand Champion Wether Lamb — University of Kentucky, Lexington, Southdown, heavy weight (sold at \$3.40 per pound).

Reserve Grand Champion—Oklahoma A and M College, Stillwater, Oklahoma, Southdown, heavy weight.

Grand Champion pen of three wether lambs — University of Kentucky, Southdowns.

Reserve Grand Champion pen of three wether lambs — Purdue University, Shropshires.

BREEDING SHEEP

Cheviots: Champion ram—Lantz & Dickinson, Congerville, Illinois. Champion ewe—Dewey Wheeler & Son, Kansas, Illinois.

Columbias: Champion ram — Hartley Stock Farm, Page, North Dakota. Champion ewe—Hartley Stock Farm, Page, North Dakota.

Corriedales: Champion ram—Buckeye Farm, Rushsylvania, Ohio. Champion ewe—University of Wyoming, Laramie, Wyoming.

Dorsets: Champion ram—Howard J. Hill, Albion, New York. Champion ewe — Oren A. Wright & Son, Greenwood, Indiana.

Hampshires: Champion ram — University of Wyoming. Champion ewe — University of Wyoming.

Oxfords: Champion ram — William Duncan, Lake Villa, Illinois. Champion ewe — William Duncan, Lake Villa, Illinois.

Rambouillets: Champion ram — University of Wyoming. Champion ewe — Oren A. Wright & Son, Greenwood, Indiana.

Suffolks: Champion ram—University of Wyoming. Champion ewe—Harmon Harper, Cromwell, Indiana.

Shropshires: Champion ram—F. W. Schultz, De Graff, Ohio. Champion ewe — George S. Brien & Son, Ridgetown, Ontario, Canada, (lamb). E. H. Rotter & Son, West Point, Iowa (yearling).

Southdowns: Champion ram—John L. Bistline, Aledo, Illinois. Champion ewe — Don Head Farms, Richmond Hill, Ontario, Canada.

WOOL SHOW

Grand Champion Fleece—Richard Simms, Allepo, Pennsylvania.

Reserve Grand Champion Fleece—Earl and Donald Andrejgg, Basil, Ohio.

SHEARER CUTS SELF AND BROTHER FOR TITLE

Ivan Bowen snatched the world champion sheep shearing title from his brother Godfrey in Wellington, New Zealand in late December, when he sheared 457 sheep in nine working hours within an elapsed time of 12 hours. This was one more sheep than Godfrey's tally last year.

Despite gashing his hand deeply while shearing the second sheep, Ivan went on to win the title.

Shearing Winners Named

Hal Bowman, 19, Bloomington, Indiana and Carl Hakes, 47, Hanover, Michigan, took top honors in the 1953 sheep shearing contests at the International Livestock Exposition, Chicago, Illinois, December 4. Young Bowman outscored 19 eager 4-H rivals from 14 States to win the National 4-H Crown. Hakes, a veteran of 25 years' shearing experience, outscored 24 other professionals to gain his first International Shearing Title. He has competed in every contest held since 1939. Bowman won a \$300 college scholarship and Hakes a \$100 cash award, plus much prestige, in the contests, which were sponsored by Sunbeam Corporation.



Early Lambing Losses Cut With New Brooder

HAROLD Snow, Outlook, Washington, has built himself a special lamb brooder for early lambing, according to an item in the December Utah Farmer. This lamb brooder cuts lambing losses to practically nothing in Snow's farm flock, and fewer lambs are disowned, as a result of separation from their mothers soon after lambing.

Brooders offer protection for new-born lambs in keeping them dry and warm when they are not nursing the ewe.

This brooder makes use of 12-inch side boards to hold the heat from 150-watt bulbs. The brooder occupies a 1x4-foot space beyond the end of a 4x4-foot pen. The access opening to the pen is also 12 inches high. Snow pushed waterproof electric sockets through holes drilled in the ceiling boards of the brooder, using 12x12-inch reflectors made of thin aluminum and tacked to the underside of the ceiling boards.

For the two rows of pens he placed brooders back to back, with a center wall dividing the brooder space. This reduced the cost of construction and enabled the use of one wiring system. Snow liked the brooders so well last year that he plans to have 20 of them for the 1954 lambing season—beginning sometime in February for June lambs and expected good lamb prices.

National Sheep Association Formed in Chicago

LEADING sheep farmers from 15 States gathered in the judging ring at the International Live Stock Show in Chicago on December 3, 1953 and voted to organize the National Sheep Association.

E. H. Mattingly, Mississippi Valley Yards, St. Louis, Missouri, was named organization chairman. Temporary headquarters were set up at 220 Livestock Exchange, Louisville 6, Kentucky. This new organization took over the treasury and records of the Associated Sheep Farmers of America, which has been in existence for the past five years.

Committees on constitution and by-laws, organization, and ways and means were appointed and will report at the general meeting of sheep farmers to be held in the Claypool Hotel, Indianapolis, on Saturday, March 6.

Judging Winners Chosen

The University of Wisconsin had the top team in judging lambs at the intercollegiate contest held during the recent 1953 International Live Stock Exposition in Chicago. For its excellent showing in this division, the coach and team were presented with a plaque provided by the National Wool Growers Association.

Presenting the plaque in the absence of

a representative of the NWGA, is Carl F. Neumann, assistant manager of the National Live Stock and Meat Board (left). Others in the picture are (left to right) Robert W. Bray, coach, and team members Robert Wuhrman, James Spencer and Ralph Van Dixhorn.

The team from Iowa State College stood out as the high group in grading lamb

carcasses at the International. The coach and team are shown being presented with a plaque by the Colorado - Nebraska Lamb Feeders Association.

Presenting the plaque is Walter Renk, prominent Wisconsin lamb feeder (left). Others in the picture are (left to right) Edwin A. Kline, coach, and team members Robert Kauffmann, Beverly McKee and Frank Myatt.

The Intercollegiate Meat Judging Contest is sponsored annually by the National Live Stock and Meat Board. Twenty-four colleges and universities, a record number, competed this year.



The National Wool Grower

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this month's Quiz

EXPRESSED in the terms of percentage, our income tax will be from 20 to 25 percent lower this year than last. Lower prices on ewes and lambs have brought this change about.

A more adequate protective tariff on wool and a higher parity are needed to straighten this situation out.

—Robert Gordon
Worland, Wyoming

MY taxes will be at least 35 percent lower than last year. The cause for this can be summed up largely in one word—drought with higher prices of feed included.

—Prentiss Garrett
Big Lake, Texas

DUE mainly to lower selling prices of all livestock and a very marked increase in operating costs and general living expenses, our income taxes will be down around 40 to 60 percent this year compared to what we paid last year.

An increase in pelt credits and wool prices and greater tariff protection on wool (not a subsidy) are needed to improve the financial position of the industry. We in the sheep business cannot compete with foreign wool and maintain our present standard of living.

—Phil Gilbert
Lamar, Colorado

FROM the livestock angle, our income taxes this year will be 50 percent below last year's. This is, of course, due to lower selling prices.

Better prices will be needed in order to make any profit, or labor costs, feed costs and range costs will have to be lowered.

—Raymond Lenhart Jr.
Havre, Montana

OUR income taxes will be about 60 percent lower this year than last. This is due to the lower prices received from our livestock.

The best solution to this problem that we can see is for a stabilization of prices we receive or a decrease in the costs of our operation. We could also improve our herds and cull out all sheep that are not producing well.

—Sebastian Etulain
Ellensburg, Washington

INCOME taxes for us will be the same this year as last. This should not paint a picture of prosperity or progress however, for we have arrived at this financial position by curtailing our conservation program, by stopping our fencing program, by cutting all expenditures to the bone. It is evident that this situation cannot exist for too long a period without seriously damaging an individual's financial standing as well as the individual's ability to produce in case of national emergency. This curtailment of expenditures is about 30 percent.

The major cause of this percentage change is the fact that everything the sheep grower has to sell is down, and everything he has to buy is up.

The financial position of the sheep industry would be greatly improved if the American public would re-acquire a taste for lamb and mutton. Congress must take action to improve the wool industry. We wool growers, as one segment of American agriculture, should take the leadership in revitalizing the theory of "live and let live."

All segments of the American public must assume the responsibility of sitting down and thinking, and merchandising their way out of these problems.

—Orr W. Garber
Big Horn, Wyoming

AS yet, I haven't had time to form a complete outline showing how this year's income tax will compare with last year's. The most important thing needed to stabilize sheepmen financially is a more comparable relationship between prices for the things we buy and for the things we sell.

I don't think a support on one product and not on another is the answer, especially when one support seems so much lower than the others. This seems to be the case in considering the prices we pay as compared to the prices we get for wool and lambs.

—Ralph L. Bahn
Spearfish, South Dakota

WE have had very little income from agricultural sources in the past three years due to drought; therefore, it is very difficult to answer your question about taxes. In our locality, plenty of rain would do more to-

1. Expressed in terms of percentage, how much lower will your income tax be this year as compared to last year?
2. What in your opinion is the major cause of this percentage change?
3. What is needed to improve the financial position of the sheep industry?

wards bettering this situation than anything else.

—T. H. Garner
San Angelo, Texas

OUR income taxes will be at least 25 percent lower this year than they were last. Lack of confidence in wool and feeder lambs in 1951 and 1952, plus the fact that I lost money in 1953, has brought about this percentage change. I still have my 1953 wool in a warehouse in Albuquerque, New Mexico. I am going to hold it until I get my 1954 clip.

Time and experience have shown that any livestock man, if he has been a cowboy or a shepherd in building up his business, can and will keep solvent if he is not bound and tied by a rule here and a regulation there.

Manufacturers can and do maintain their expenditures, declare their regular dividends and float bond issues of millions, all organized in a sound American business manner.

The livestock industry has no confidence, no organization. First, it is subject to all weather conditions; second, labor (who will herd the sheep); third, finance—plenty of security, plenty of credit, etc. I am staying with my few old ewes. They have paid for a lot of things I have enjoyed during my days.

—Reginaldo Garcia
Antonito, Colorado

MY individual income tax will not be lower this year than last, due to the hard winter a year ago. Winters being equal, we would have lost 25 to 30 percent more money this year than last. We will have no income tax to pay either year.

The major cause of this loss has been the lowered support price on wool and the lower market prices for lambs, plus, of course, higher costs for everything we buy.

Tariff alone is the only answer to the all-time financial problem of the sheep industry. We must fight for a protective tariff until this Administration and our friends in Congress realize that nothing short of a tariff will be satisfactory to the wool growers. If this proves to no avail, we will have to do our work at the polls next fall.

—L. Elton Gent
Craig, Colorado

I hardly know how to answer this question. Our income is from sheep and dairy cows. At present, the cows are carrying us. We aren't in an income tax bracket.

I still can't see why we can't protect ourselves against subsidized foreign wools. I just can't understand this hurting our relations with other nations. I think the surest way to ruin our standing with neighbors is to let them think they're putting something over on us. I am 100 percent for a tariff that will work.

—H. V. Hall
Kamas, Utah

MY income taxes will drop 100 percent this year compared to last year.

A drop of one-third in lamb prices compared to 1952, while fixed costs such as labor, taxes, water, interest, and machinery continued high, is the major cause of this percentage change. The bulk of lambs in this area sold at 14 cents. By having irrigated pasture I was able to delay marketing and sell heavier weights two months later at 17 cents.

I believe that the financial position of the sheep industry could be improved by:

1. Government support to assure a wool price somewhere around 60 to 65 cents, grease basis, to be furnished by tariff revenue as recently proposed.

2. A long, sustained, educational and promotional campaign, to increase lamb consumption, financed by growers' contributions. An 18- to 20-cent fat lamb should capture more than 4 percent of the meat consumption in the U. S. We should double and triple this by modern merchandising methods, advertising, etc. Lamb consumption should be nationwide in volume, not just centered in a few big cities. It will take persistent effort to increase the use of lamb meat, but this is the only solution, I believe, for better markets in the future.

—A. I. Garbutt
Casper, Wyoming



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OUR income tax will be about the same this year as last. This year has been substantially more favorable in many respects — larger lamb crops, acquisition of more range (lease), smaller feed bills — a great deal smaller. I believe I will pay more income tax this year; however, my present lamb crop won't be marketed until next year.

Drought breaking rains that would stop the need for supplemental feeding would help us a great deal. Lower lease rates, lower taxes, and improvement of flocks would help us too.

—Marcellus Garrison
Hondo, Texas

I can't give an exact figure on my income taxes as yet, but they will be approximately the same as last year.

To solve the present financial situation, we need a sounder program for our wool. I don't believe in price supports, but I do think that a better tariff policy would aid the sheep industry.

—Gasmir Gauthier
Glade Park, Colorado

PERCENTAGEWISE our income taxes will be about 50 percent lower this year than last. This is largely due to the declining prices in sheep, lambs and wool in the past year.

In order to improve the financial position of the sheep industry an adequate tariff on foreign wool to protect domestic growers and to stabilize the industry is needed. More rigid enforcement of the Wool Labeling Act, and above all more use of woolen manufactures and materials and less use of synthetics, are also vital to the industry. A better advertising program for lamb and mutton would help. If we are to survive, we need lower operating costs all across the board.

—C. A. Wagoner
Dubois, Idaho

More About Advertising

IT would be a good idea to advertise the lamb and wool industry in every way possible. Quite a few people are finding out by now that synthetic fabrics put on the market aren't as good as wool. It would be well if some of the leading papers would run ads to make people more aware of the fact that wool is much better by comparison for wear, warmth and appearance.

I think the manufacturing firms would be glad to finance such a program on the clothing or wool situation. This would help the market a great deal.

The western people as a whole do not

eat much mutton or lamb. I think that some have eaten unfinished meat which was not up to the quality of good, fat lambs. Fat mutton or lamb is hard to top as far as eating meat is concerned. I think if a group of feeders would donate a lamb to a number of restaurants in the vicinity to get them to offer lamb of good quality, the public would start eating a lot more of our product. In such a project, I think some of the growers would donate the unfinished lambs if they were fed to prime quality.

—Edward A. Lanning
Ridge, Montana



**TED
CAPENER,**
New
Assistant
Editor

Capener Named New Assistant Editor

TED Capener, 1953 graduate from the University of Utah, has been appointed assistant editor of the National Wool Grower. He is 22, a native of Salt Lake City, and the son of Mr. and Mrs. D. L. Capener.

At the University of Utah, Capener was active in campus affairs and for his accomplishments was named to the Owl and Key and Skull and Bones honorary societies. He was editor of the "Pen," campus magazine and chairman of Homecoming Week in his senior year. He graduated from the Department of Journalism with a Bachelor of Science degree.

Capener worked at the David W. Evans Advertising Agency while attending the University of Utah, through which he gained considerable experience in the production end of the publishing business. Several summers spent on a farm in southeastern Idaho where he was a 4-H Club member, have given him some background in the livestock industry.

He has assisted with the Wool Grower since his employment in July of this year and has shown much talent and interest in his work. Incidentally, he is the author of the delightful Christmas story, "A Light Over the Barn," featured in the December Wool Grower.

from State Presidents



Robert W. Lockett
Arizona



Frank Noriega
California



Frank Meaker
Colorado



John Noh
Idaho



S. E. Whitworth
Montana



Chandler B. Church
Nevada



John V. Withers
Oregon



Edward Waara
South Dakota



Walter L. Pfluger
Texas



Don Clyde
Utah



Philip B. Kern
Washington



Harold Josendal
Wyoming

AFGHANS VISIT WASHINGTON

PUBLIC Relations is a large field; however, I never dreamed it could possibly cover some 14,000 miles. My home-town newspaper, The Ellensburg Daily Record, recently had two articles on its front page. One dealt with the election of Sebastian Etulain as president of the Kittitas County Wool Growers and the other with the three representatives of Afghanistan trying to get some "know-how" from our local livestock men and irrigation district.

The county wool growers' organization is a group of farm flock owners banded together to take advantage of their numbers in pooling their wool and lambs for better prices. Incidentally, they were highly successful in their first year's operation, netting each man approximately the same as we range men received for our products. The public is aware of the importance of the sheep industry to our area through the efforts of the members of this group and the State wool growers' activities.

The Afghanistan representatives, His Excellency, Abdullah Khan, president of the Helmand Valley Authority at Chirisk, Afghanistan, Dr. Abdul Keyeum, regional vice president of the Helmand Valley Authority and the Honorable Abdur Sattor Shalizi (better known as Charlie!), Afghan vice consul at San Francisco, were amazed at the advantages an irrigated pasture could give a range man in supplementing his dry range feed. They explained that their type of sheep was the fat-tailed sheep. It might have another name, but they

didn't give it. Naturally with so much of their economy based on the sheep, they were quite concerned with just how the industry could benefit from the Helmand project.

Pasture grazing and the confinement a band must have to take full advantage of it, raise an entirely new problem which we aren't too concerned with on a strictly range setup. Worms, increased hoofrot, and other diseases caused by confinement plus the problem of bloat make many operators turn away from the pastures. However, gains of one-third of a pound a day make it well worth the money to utilize these pastures. All these pros and cons were discussed at length with the Afghans, and I am quite sure that in a few years we will be hearing of the revolution of the Afghanistan sheep industry.

—Phil Kern

December 20, 1953

NEW PLANS, HOPE, AND NEW LAMBS

BY the time this letter appears we will be in a New Year. This means new hope, new plans, new courage and a renewed faith in ourselves and in our fellowmen. Here in Idaho a New Year also means new lambs will soon be dropping all over the ranch, with work around the clock—feeding, docking, shearing. How fast a lamb grows has always been a miracle to me. It is a wonderful life and a wonderful business—this sheep business.

—John Noh

December 18, 1953

WE HAVE A GOOD STORY TO TELL

ALTHOUGH I took no great part in the adoption of policy, or perhaps I should say in influencing policy, I feel that all in all the wool growers in convention adopted a progressive program of action during the 89th annual meeting. Our complaints were made known, credit was given where credit was due, funds were made available for lamb promotion and many constructive resolutions were adopted.

I was disappointed that Secretary Benson did not or else could not have something more concrete to offer the wool growers in his address, but I believe it all goes back to the fact that the State Department is still ruling our daily lives and the Nation's economy. I enjoyed many of the talks during the panel discussions, especially those of Congressman D'Ewart, Senators Young, Mundt and Barrett.

To me it was gratifying for the National Wool Growers Association to be consistent and again go on record in convention requesting a higher tariff on cheaply produced foreign wool imports to protect and perpetuate our domestic industry. I just cannot bring myself to believe we would be benefited by opening our doors to the dumping of all foreign wools, regardless of origin, in our country duty-free, the threat of synthetic fibers notwithstanding. When we are producing less than a third of the wool we are consuming, it is not synthetics that are causing the industry's ills today. It is not synthetic fiber competition but foreign competition. It will be time to take

action for protection against synthetics when it becomes necessary. They are here and are going to stay. Admitting cheap foreign wool is not going to stop them but it will sacrifice the domestic wool industry.

My second choice would be the plan for retention of the present tariff and direct payments to growers out of the duties collected on wool. There is a difference between an outright Government subsidy coming directly from the taxpayer than one paid from import fees on wool. The consumer may ultimately pay the bill but there is a difference in principle in how, when and the manner in which he pays it. There is a great deal of difference in how he might feel about it. He complains considerably less about hidden taxes than he does about visible and direct taxes.

I feel that we as wool growers and as an organization are weak in public relations. We have a good story, a true story and most of the facts are assembled but we are not getting them across. I firmly believe that if the National Wool Growers Association would embark upon a concerted public relations program, the successful culmination of the lamb promotion and the wool program would naturally fall into sequence. Most of the newspaper comment we see is adverse and not constructive. Appropriate copy, selling our true story, should cross the editorial desks of every major newspaper in the country regularly if not daily. Public relations can be a powerful weapon when properly applied and can be used for great benefit.

It still continues to be mild and dry in this area. We need snow in order to make proper use of our winter ranges and also to assure an adequate water supply for irrigation next summer. We are not having many labor problems at this time of year. Predators are not giving us any great trouble although there are a few coyotes around. The Fish and Wildlife Service do us a good job for the most part in this area and in fact throughout the State. To date we have had a very good working cooperative program.

I take this means of extending to all wool growers my most sincere wishes for a Very Happy and a More Prosperous New Year and throughout 1954.

—S. E. Whitworth
December 19, 1953

MILD SEASON IN OREGON

WE have about the best range conditions that I have seen here in many years, with an abundance of old feed and considerable green grass over most of this part of the State. We are going into the winter with excellent moisture conditions and so far it has been a very mild season.

There was considerable demand for breeding ewes in this area this fall, in replacement quantities, and I think some sheepmen found it difficult to find their needs.

I thought we had a very good convention in Long Beach but would have liked to see more unity in our thinking on some subjects. It is extremely difficult to accomplish very much unless we have a unified purpose in mind.

There is considerable feeling that we have reached the bottom in our price readjustment and I personally think that we can look forward to the future of the sheep business with considerable optimism.

—John V. Withers
December 28, 1953

A GENERAL SUPPORT PROGRAM — SURVIVAL

WE have just returned from the convention of the National Wool Growers Association. It was very obvious that wool growers everywhere are desirous of making a determined stand for an adequate tariff. The growers of Wyoming are in hearty accord with this thinking.

Being realists, we are not so certain that the thinking of the Nation, Congress and the Administration has yet come back to the principle of protection for domestic industries, which was the foundation of our great economy. That will probably come about in a few years when it is forced by economic necessity.

As an interim measure, we are still of the opinion that in order for the wool growing industry to survive we will have to go along as part of a general agricultural support program. We must revise parity and then we may get some tariff protection for a time through the back door of Section 22.

We have had some snow in all of Wyoming and a great deal of high wind during the past three weeks. Some of the counties in Wyoming suffering most severely from drought have recently been included in the drought disaster area. The program is just getting started and still has some rough spots to iron out.

—Harold Josendal
December 14, 1953

FHA Offers Three Types of Loans

THREE types of loans are available to farmers and stockmen through the Farmers Home Administration that are particularly adapted to helping them meet credit needs for seed, feed, livestock, equipment and other operating necessities. They are the regular farm operating loan program, special livestock loans and, in designated disaster areas, the disaster loan program.

Through the operating loan program, farmers may borrow to buy corn, hay, cottonseed meal and any other kind of available feed. These loans are made through local county Farmers Home Administration offices to farmers and stockmen whose proposed operations are on a sound basis. The funds supplement but do not compete with other local credit. Operating loans made for all purposes this year between July 1 and December 4 amounted to \$55,971,000, the U. S. Department of Agriculture reports.

The special livestock loans were made available late last summer. They are restricted to established producers of cattle, sheep and goats and are to help farmers carry on normal livestock production rather than for expansion of operations. The December 11 report of the Farmers Home Administration showed more than 2,100 farmers and stockmen had borrowed in excess of \$21,719,000 in these special livestock loans. Most of the demand for these loans is coming from the drought-stricken Southwest although such loans are available throughout the country.

Disaster loans are made only in areas designated by Secretary of Agriculture Benson as disaster loan areas. These are counties or States where severe weather or other conditions have caused substantial production losses or where unfavorable local economic and credit conditions have made emergency credit necessary for continued operation. More than 5,500 disaster loans totaling \$8,739,000 had been obtained by farmers between July 1 and December 11 this year.

The Farmers Home Administration also has other types of credit and services available for farmers whose needs cannot be adequately met by other local lenders, including credit for buying and improving efficient farms and farm buildings.

Current Losses Can Be Carried Back For Refund On Income Taxes --- Within Limits

By Stephen H. Hart, Attorney for National Live
Stock Tax Committee and W. D. Embres, Jr.

ONCE again stockmen have plunged from good profits into loss years. Prior to the second World War, these drastic fluctuations, which are typical of the livestock industry, serious as they were, still were not so disastrous because the burden of taxes was immeasurably lighter. Today, however, having paid tremendous taxes in their profit years under the present heavy tax rates, stockmen are now abruptly faced with losses and with little cash left over.

Actually, the fundamental inequity just described was recognized by the Government as early as 1939, and ever since then relief provisions in the Internal Revenue Code have existed in various forms. These provisions have given taxpayers who wind up the taxable year with a loss the right to take this loss and carry it back to offset a previous year's profits, thus reducing the previous year's taxes. If the loss is so large that it absorbs the previous year's profit, then the taxpayer can take the balance of the loss and set it off against future years' profits. Until 1950, the Code provided that such a loss could be carried back two years and then carried over two years. The present Code provision, however, provides that such loss may be carried back only one year, but that it may be carried over (or forward) five years.

Sounds Simple

This arrangement for carrying a loss back and then forward to offset profits in good years sounds very simple, but when applied in accordance with the specific provisions of the Code, it is quite difficult. To begin with, a special recomputation of gross income and deductions is required, both in the year of loss and in the years to which the loss is to be applied.

Speaking generally, this recomputation is required to arrive at what Congress, in enacting the law, called the true "economic" loss suffered by the taxpayer. In other words, the idea of the recomputation is to prevent the deduction of losses actually offset by income not taxed. In addition, the carry-back loss is limited to "net operating losses," thereby eliminating all losses not directly resulting from the normal operation of the taxpayer's business. Thus, the recomputation involves two primary concepts, the first

being to take into account income which was previously properly excluded from the tax return (such as tax-exempt interest), the second being to strike from the loss column all those losses which are non-business in character and resulted from transactions which were not in the ordinary course of the taxpayer's business — with certain exceptions.

An Illustration

To illustrate the first concept, as mentioned before, if a stockman had received interest during the loss year from municipal bonds, he would not have reported such interest since the Code specifically provides that such interest is tax-exempt. However, when he claims a loss for carry-back purposes, the Government will require him to take his bond interest into account and offset his loss with it.

An illustration of this first concept which is of greater importance to stockmen is the treatment of profit received from the sale of capital assets. Generally speaking, in the case of individuals, one-half of all profits received from the sale of capital assets is deductible. Thus, for example, a stockman in filing his ordinary return deducts from his taxable income one-half of all proceeds received by him from the sale of such items as farm machinery and animals held by him for his own breeding purposes. The carry-back provisions specifically provide, however, that this fifty percent deduction will not be allowed in computing gross income, either in the year the loss arose or the year to which it is carried. Thus, in computing his loss for carry-back purposes, a stockman must include in his gross income of both years the fifty percent of the income received from the sale of capital assets which he had previously and properly excluded.

Convert Losses

Another adjustment of practical importance to many ranchers which must be made in order to convert an income tax loss into an "economic" loss for the purpose of "carry over" has to do with the 27 percent depletion allowance granted to owners of oil interests. If a stockman were receiving income from such an interest, he

would probably have been deducting this percentage depletion. However, when he claims this loss for carry-back purposes, he is required to compute his actual cost of depletion. This will, in most instances, be less than the percentage depletion, since it is limited to the pro rata of the taxpayer's actual capitalized cost of drilling oil wells, spread over their estimated life. Most ranchers will have no capitalized cost of drilling, and therefore no cost depletion. Therefore, they will have to add back to their incomes of both years the full amount of the percentage depletion claimed.

As an illustration of the second concept, that of operating versus non-operating losses, take the case of a rancher who suffered losses in selling farm machinery and animals from his breeding herd. Such machinery and animals are classed as capital assets because they are the items that produce the ranchers cash crop. In other words, such machinery and animals are items which are not held for sale to others in the ordinary course of his business. Therefore, the sale of those items is not an ordinary-course-of-business sale, and hence the Government, for carry-back purposes, does not consider a loss on such sales to be an "operating loss." This being so, such losses must be excluded when the rancher recomputes his losses for carry-back purposes.

Discussion Summary

To summarize the discussion of the above-mentioned two concepts in the carry-back law, two examples may be helpful. First, let us take the case of the feeder who had a net income of \$25,000 in 1952 and a net operating loss of \$5,000 in 1953. The feeder, of course, has no capital gains sales as far as his animals are concerned, because none of them are held by him for his own breeding purposes. We will assume that he had no other capital assets sales and no oil interests or other items with respect to which adjustments are required. Therefore, in applying the carry-back provisions, no recomputation of gross income and deductions is necessary. The feeder, therefore, carries back his full loss of \$5,000 and offsets it against his \$25,000 profit in 1952, thus reducing his taxable income in 1952 to \$20,000 and hence reducing his tax for that year so that a refund for that year would be in order. Now let us suppose that instead of losing \$5,000 in 1953, the feeder had lost \$50,000. He could offset

this against the 1952 \$25,000 profit and wipe that profit out completely so that the entire amount of tax paid in 1952 would be refunded to him. He would still have the balance of his 1953 loss, and if during the coming five years he makes a profit, he could offset the first profits in those coming five years to the extent of the \$25,000 balance of his 1953 \$50,000 loss.

Oil Interests

Next, take the case of the cow-and-calf rancher who has oil interests. He has a \$25,000 net income in 1952 and a \$5,000 loss in 1953. However, since his deductions involve oil interests and the sale of capital assets, he must recompute his gross income and deductions in 1953, as well as in 1952. First of all, even though he has an overall loss for 1953, he probably had in that year individual sales involving capital gains. If he sold a large number of cows in 1953 he will, if he is on the cash basis or if he uses inventories with low inventory values, have a sizable amount of capital gains to report.

In making out his 1953 return, he will properly deduct 50 percent of his profit from his cow sales, but when he recomputes his income for carry-back purposes, he must add back this 50 percent. There is also the possibility that he will have some losses from the sale of breeding herd animals, although this is quite unlikely unless the animals involved were newly purchased or unless he was carrying his raised animals at a very high inventory value, as might be the case if he were using the farm price method of inventorying. If this were the case, he would be unable to use any of these losses for carry-back purposes except to the extent that he might have capital gains from the sale of other capital assets. If, in addition, the rancher takes the 27 percent depletion in computing his income from his oil interests, he will be required to discard this percentage depletion allowance and compute his actual cost depletion which, in the majority of cases, would be less than the percentage depletion allowance. He would have to add back the difference to his income for carry-back purposes. Thus, it is possible that when the rancher completes this recomputation for 1953, he will find that he has no "economic" or "net operating" loss. Similar adjustments must be made for 1952, so that even if he has a "carry-back" from 1953, it will have to exceed the 1952 adjustments to do him any good.

It should not be assumed, however, that all cow-and-calf ranchers will be like the example given above, unable to benefit by

the carry-back provisions. Clearly, the great majority of the income received by a rancher is received from animals which he is holding for sale to others and which, therefore, do not qualify as capital assets, with the result that all income received from the sale of such animals is ordinary income, taxable in full. Therefore, capital gains sales may not do too much toward reducing the rancher's net operating loss. Also, those ranchers who operate through corporations should keep in mind the fact that, since on their ordinary returns corporations are not permitted to deduct one-half their capital gains, they, unlike individuals, do not have to add back such exclusion in figuring a carry-over loss. It is, therefore, recommended that the rancher check with his lawyer or accountant to determine whether he can benefit from the carry-back provisions. There is a good chance that he can.

Be Prompt

If the rancher or feeder's tax return shows a net loss for 1953, the recomputation described above should be made promptly, and if it results in a net operating loss, as defined by the carry-back provisions, then the tax return for the previous year (if such return shows a profit) should be recomputed in the same manner, and if it then shows a profit, the 1953's operating loss should be applied against 1952's profit, and a claim should be made for a refund of the difference between the amount of tax paid in 1952 and the amount of tax actually owing in that year as the result of the reduction of taxable income because of the carry-back. There are several methods in which this refund can be obtained. The first is by virtue of the ordinary claim for refund filed on Form 843. Another is by a special refund procedure, pursuant to Code Section 3780, whereby a taxpayer may apply for a "tentative adjustment," an application for refund that must be acted upon by the Treasury within 90 days after the filing. Also, under Section 3779, a taxpayer who anticipates a carry-back from the current taxable year that will result in a refund may offset such anticipated refund against tax payments due for the immediately preceding taxable year.

Because of the fact that 1951 was probably the most profitable year for stockmen, and because it is anticipated that some of their heaviest losses will occur in the year 1953, there has been considerable thought given to the subject of requesting Congress to amend the present carry-back provisions of the Code to provide that the 1953 losses may be carried back until at least 1951. This appears at the outset to

be desirable, but, like all legislation proposals, it presents certain complications which must be carefully considered. One is the fact that Congress cannot pass such legislation until 1954 and so unless it is retroactive to 1953 (and retroactive legislation is exceptional), a two-year carry-back will do the livestock industry little good. The National Live Stock Tax Committee is presently making a careful study of this carry-back situation and has presented to the Ways and Means Committee of Congress the problem as it affects the livestock industry and will be prepared to present the industry's views to Congress next year.

ALL ALIEN SHEEPHERDERS MUST REGISTER

All aliens in the United States must register and report their present address between January 1 and January 31, 1954. These reports are required every year during January. The employer can pick up the forms for all aliens in his employ and have the men sign them and then return the forms to the post office. The alien does not have to go personally to the post office if the employer does this, but be sure all information requested in the form is complete. This is an important requirement of the "McCarran-Walter Immigration and Naturalization Act" and penalties up to 30 days in jail, fines of \$200 and deportation may be imposed against aliens who fail to complete the requirements before the end of January.

Please help out by notifying every alien shepherd you know and every employer whom you know to have alien herders in his employ.



Little lamb, this is the price you have to pay . . . it's all a part of growing up. When your owner docks his lamb crop he knows if the year will be good or bad. And regardless of his actions . . . he's still mighty proud of you.

This time will soon roll round again. Now's the time—when the lamb crop is in the making

—to be sure your ewes are getting a feed that supplies their nutritional needs.

Purina Range Checkers contain carbohydrates for heat and energy and body-building protein plus vitamins and minerals . . . all needed for money-making production and reproduction. Ask for Purina Range Checkers at the Store with the Checkerboard Sign.



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Enclosed find 50¢ and a tag from any Purina cattle or sheep feed bag. Please send me your portfolio of western paintings (S-1726).

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PSA RULES

(Continued from Page 45)

sion firms until net proceeds checks are presented by consignors for honoring, such funds should be maintained intact, after having been collected from buyers, in a separate custodial bank account rather than commingled with the funds of the commission firm in its general bank account. There are several advantages in having consignors' proceeds of sales segregated from a commission firm's own funds, among others being the ability to check within a comparatively short time such separate custodial bank accounts to assure consignors' funds are not being misused and maximum insurance coverage of such funds under the Federal Deposit Insurance Act.

(8) Prohibiting, except upon certain conditions, the sale of consigned livestock by commission firms to buyers in whom the commission firms or their employees have a financial interest (Sec. 201.47). As a general rule, no commission man nor commission firm personnel should purchase livestock out of consignments entrusted to the firm for sale by producers. In those limited cases in which livestock may be sold out of consignments to organizations in which a commission firm or employees of the commission firm have a financial interest, this proposal would require complete disclosure to the consignors concerned of the relationship of the commission firm or its employees to the buyers of the livestock.

(9) Providing that all weights shown on accounts of sales furnished consignors, and on invoices and bills issued to buyers, by registrants operating at supervised markets, be actual weights obtained on stockyard scales at the time of the transactions in question (Sec. 201.55). Under this proposal, if any weights other than actual stockyard scale weights are used on documents issued by registrants, full explanation must be given the consignors or buyers concerned.

(10) Providing that no commission firm shall use consigned livestock to fill orders of its own except at a price higher than the highest available bid on the open market and that, in such transactions, the commission firm shall act only as selling agent (Sec. 201.62). Under present regulations a commission firm may, after having offered livestock on the open market, use such livestock in filling orders it is handling on a commission basis. As one commission man explained this, under such conditions a commission firm may collect two commissions, one from the seller and one from the buyer, for doing less than one job. The proposed regulation would require selling agencies to act at all times solely as agents of their consignors. If livestock is to be

weighed from a commission firm's consignments to off-the-market buyers who have placed so-called "orders" with the firm, the proposal provides that the relationship of the commission firm to such off-the-market buyers is not that of agent-principal but rather that of seller-buyer. To encourage selling agencies in obtaining bids from off-the-market buyers, and thereby increasing competition on consignors' livestock, the proposal permits the agencies to make a small charge for expenses incurred in making telephone calls, etc., to obtain the off-the-market bids.

(11) Prohibiting owners, officers, agents or employees of auction markets from buying from consignments for speculative resale for their personal accounts (Sec. 201.57-a). All personnel of selling agencies, whether such agencies operate at terminal stockyards or auction markets supervised under the Act, should be devoting their full time and effort to disposing of consignors' livestock at the highest prices available. Commission firm personnel, as agents of producer-consignors, should not be permitted to buy their principals' (consignors') livestock for resale at a speculative profit for their personal accounts.

(12) Prohibiting auctioneers and weighmasters, and other employees of auction markets performing duties of comparable responsibility, from buying livestock from the auction markets' consignments for any purpose for their own accounts (Sec. 201.57-a). Auctioneers, weighmasters and certain other employees of auction markets perform such important functions in disposing of consignors' livestock at auction sales, they should not be permitted during the course of the sales to engage in speculating in consigned livestock for their personal accounts.

(13) Prohibiting commission firms from selling livestock they own, or in which they or their employees have ownership interests, in competition with consignors' livestock in such manner as to prejudice the interests of such consignors (Sec. 201.60-b). Many selling agencies do not sell, nor do they permit their employees to make a practice of selling, livestock they own, through the firms. The proposal establishes safeguards for producers' interests in those instances in which commission firms offer for sale livestock in which they or their employees have an ownership interest at the same time they are offering for sale consignors' livestock.

(14) Prohibiting commission firms from allowing dealers, packers and others representing interests which conflict with those of producer-consignors from assisting the commission firms in the handling and selling of producers' livestock (Sec. 201.66).

Commission firms are paid, through the commissions assessed consignors, for providing expert selling services to producers. This regulation would preclude dealers, packers and others, whose legitimate purpose at public markets is to purchase consignors' livestock as cheaply as possible, from assisting commission firms in handling and selling consigned livestock.

(15) Prohibiting dealers and packers from owning or financing commission firms (Sec. 201.67). The function of a commission firm, selling consigned livestock on an agency basis, is to obtain the highest prices obtainable for it. The legitimate objective of dealers and packers operating at public stockyards is to buy consigned livestock as cheaply as it can be bought. This proposal would preclude dealers and packers from owning or financing commission firms which hold themselves out to furnish producers and others with expert selling or buying services.

(16) Prohibiting dealers, packers, order buyers and other buyer representatives from taking concerted action in the conduct of their buying operations for the purpose, or with the result, of limiting competition in bidding on livestock consigned to public markets for sale or for the purpose of controlling livestock prices or the movement of livestock in commerce (Secs. 201.69 and 201.70). Each packer subject to the Act, and each dealer registered to operate at markets supervised under the Act, purports to be a competitor of every other packer and dealer. As competitors, it is improper for them to conduct their buying operations cooperatively.

(17) Requiring persons subject to the Act to employ competent persons of good character and known integrity to operate scales used in weighing livestock (Sec. 201.73). Weighing is one of the most important functions performed in the marketing of livestock. Weighing investigations conducted during the past few years under authority of the Act have demonstrated the need for general improvement in the caliber of men engaged in weighing livestock. The proposal should assist the industry in attaining this objective.

(18) Requiring packers subject to the Act to install and maintain their scales, and periodically have them tested and inspected, so as to assure their ability to weigh accurately (Sec. 201.78). Practically all livestock sold by producers to packers, at their plants or concentration yards, is sold on the basis of live weights. This proposal would require all packers subject to the Act, operating scales over which they weigh livestock they have purchased, to install, maintain, and periodically test and inspect such scales.

Varied Outlooks Voiced For 1954 Wool Market

THE outlook for wool in 1954 is expressed in varying degrees, from deep pessimism to considerable confidence. In the latter class are those who believe there will be a pick-up in January or early February. They base their prediction on these factors: (1) Buying has been subnormal for the last six months; (2) raw material stocks in the hands of mills, topmakers and dealers are at the lowest point in years; (3) stocks of finished fabrics from the mill level up through the retailer are generally limited; (4) the worsted business has lost for four seasons — two spring and two fall — so it can't get worse and must get better. Therefore, the optimists think that when the new fall worsted fabric lines are opened in January, orders will begin to come in and the business will be reflected in raw wool markets. It is also pointed out that synthetics are not yet being used to any great extent in heavy weight goods.

The facts behind the statements that stocks are low are these: Stocks of wool in the United States in all hands on December 1st were estimated by the Exchange Service Bureau of the Wool Associates of the New York Cotton Exchange, Inc., as 127,000,000 clean pounds. This was the lowest level for December 1st since 1940. Last year on December 1st stocks totaled 181,000,000 clean pounds and in 1951 at that date they were estimated at 149,000,000 pounds. At a rate of consumption of about 8 or 10 million pounds a week, current stocks are sufficient for only three or four months.

Supplies of woolen cloths are also lower. At the end of September the backlog in all types of fabric made from wool was 28,178,000 linear yards compared with 39,392,000 linear yards at the same time in 1952.

Due to restricted supplies and the continued strength of prices abroad, dealers on the whole are not crowding sales. Some of them are reported as holding to the opinion that the market has dragged so long it is difficult to see anything but improvement in the months to come. The only thing we have seen contrary to this is a press item on December 29 that indicated sales of scoured and pulled medium wools at "bargain" prices.

Description of the wool market is still couched in such terms as "stagnant," "dull," and "at a standstill." It should be recognized, however, that something is actually

being done, but that small transactions are sometimes difficult to trace.

Mills continue to buy only "against urgent needs" but they continue to pay the market for standard grades of apparel wool as a result of restricted supplies.

A release from the National Association of Wool Manufacturers dated December 10, 1953 (printed separately) indicates that in the overall picture the decline in military business during 1953 is a major factor in their present situation. Their serious condition has been further aggravated by the heavy volume of imports of wool apparel fabrics. In 1952 such imports reached a 30-year record high. In the first six months of 1953, they were 27.5 percent above those in the same period of 1952. Some 24,000,000 square yards were imported in 1952 which, it is said, would have required 8,000,000 man-hours of labor in the United States to produce.

While there has always been some demand in the United States for foreign-produced fabrics, the tremendous rise is certainly of grave concern now with the depressed wool market conditions in this country.

Meantime, the situation has taken its toll of obsolete or marginal mills. A similar situation followed World War I, it will be recalled. The accelerated demand for production of wool fabrics during war periods maintains many of these mills. As soon as that unusual demand fades they have difficulty in making the necessary adjustment to a peacetime period. Their liquidation naturally tends to strengthen the position of remaining mills.

The unusually mild, sunshiny weather prevailing over most of the United States during recent weeks has not been good for the sale of heavy-weight goods, such as winter suits and coats. It has, in fact, created a considerable carry-over for retailers. At least that is the situation reported. While total inventories of heavy weight goods in retailers' hands isn't so large as two years ago, it is larger than last year. Pre-Christmas sales and other methods have been used in attempts to clear some of the racks of winter stock, and the future position of the retailers in regard to heavy-weight purchases will depend to a large extent on the results of these attempts. Present comment is that they will be wary about placing orders for 1954 heavy-weights. The theory is also advanced that

they may stock cheaper light-weight goods, including some synthetics and blends for the summer season. These, of course, are only conjectures. An offset to this is the fact that the per capita purchasing power in the U. S. is still at a high level and a good part of retailers' inventories may disappear during the January sales.

Foreign Markets

The auctions at foreign points are closed for the holidays. The first part of the current auction series has gone well, on the whole. After the drop the first two weeks following the September opening, fluctuations were mild and prices have generally been steady to higher. The decline on Merino wools of 64's grade is said to be about 15 cents and on crossbreds of 60's grade about 20 cents. Only minor changes have been recorded in medium crossbreds and the lower grades.

Russian buying of the finer grades of wool featured the closing sales in both Australia and New Zealand. The spurt of buying on the part of Russia may be due to the reported current demand of the people behind the Iron Curtain for the better things of life. That, too, is just conjecture.

In the Argentine, lower wools, with the U. S. as the chief buyer, showed an easier price trend at the year's end. Other countries and local mills were said to be taking the fine wools with some signs of prices weakening there. Indications of lower market levels were also present in Montevideo but prices there were still above U. S. sights.

And again, everyone is waiting for the reopening of the Australian and New Zealand auctions the middle of January.

Lower Wool Imports

Imports of dutiable wool for consumption this year have been below last year each month except January, according to the "Demand and Price Situation" released by the U. S. Department of Agriculture on December 18. The clean content of the total through September was about 21 percent below last year. Monthly imports of the duty-free (carpet) wool this year were above a year earlier each month through August but dropped below last year during September. The clean content of imports of such wools through September was about 36 percent above last year.

CCC Wool Price Changes

The Boston office of the Commodity Stabilization Service announced on December 21 prices for three types of shorn wools as follows:

1. Section II, Territory Original Bag Wool, Class A-2, is \$1.63, a decrease

from \$1.68.

2. Section II, Territory Original Bag Wool, Class A-3, is \$1.60, a decrease from \$1.65.
3. Section II, Territory Original Bag Wool, Class A-4, is \$1.50, a decrease from \$1.52.

Lamb's Wool Sale

The California Livestock News of December 29 reports the sale of some lamb's wool in the Imperial Valley at between 48 and 50 cents. Feeders there, however, are considering shipping their wool on consignment now to wool houses who are primary handlers under the Government loan program.

Oat Imports Curbed

THROUGH an exchange of correspondence between Government officials of Canada and the United States, Canada has agreed to restrict the shipments of oats from Canadian ports to the United States to 23,000,000 bushels from December 10, 1953 to September 30, 1954. Following that agreement President Eisenhower signed a proclamation limiting imports of oats from sources other than Canada to 2.5 million bushels between now and September 30. Outside of Canada most of our oat imports come from Argentina.

Wool Manufacturers Report Decline of Apparel Sales

INCREASES in sales and production of civilian wool apparel fabrics by 75 firms were not large enough to offset a sharp decline in military business during the first nine months of 1953, compared with the same period of 1952, the National Association of Wool Manufacturers reported on December 10, 1953.

Sales of apparel fabrics, both civilian and military, were off 4 percent and production was down 13 percent as compared with the first nine months last year. This was caused by the drop in military business combined with a general decline in August and September, as compared with those two months of 1952.

During the first seven months this year, increased sales and output of civilian wool fabrics had slightly more than offset the decline in military orders and production.

The figures were reported in the November issue of NAWM's "Current Statistics of Wool Manufacture" and are regarded as

indicative of the trend in the woolen-worsted industry. The 75 firms produce about 50 percent of the woven wool apparel fabrics made in the U. S.

Sales of men's wear goods by the 75 firms were up 1 percent and women's wear gained 12 percent but military orders were off 72 percent in the first nine months. Production of men's wear goods in the nine months was 39 percent higher and women's wear gained 16 percent but military dropped 81 percent.

In August-September, compared with August-September, 1952, sales of men's wear fabrics were off by 40 percent, women's wear was down 31 percent and orders for military goods were virtually nil. Production of men's wear cloths in the two months was approximately unchanged while women's wear cloth output gained 3 percent. Military fabric production fell by 80 percent.

ARE YOU ON THE RIGHT CHANNEL? MAKE THESE 1954 RESOLUTIONS

If you don't have sheep now—

RESOLVE TO GET SOME

Lamb and mutton are in short supply. The U. S. produces only about one-fourth of its wool needs.

Sheep return more per dollar invested than any other class of livestock.

Rambouillet is the most profitable breed because: they produce a heavy clip of long-staple, light-shrinking, FINE wool that brings the top price and big, fast-gaining lambs. They are longer lived, earlier breeders, better rustlers, more resistant to parasites and diseases, and have smaller lambing losses.

If you have sheep—

RESOLVE TO DO A BETTER JOB

Buy the best rams obtainable — the registered Rambouillet breeders can supply the right kind.

Save the best ewe lambs for replacements and cull the poor producers.

Do a better job preparing wool for market.

Registered Rambouillet breeders who are members of the AMERICAN RAMBOUILLET SHEEP BREEDERS ASSOCIATION extend you best wishes for a profitable 1954. They invite you to inspect their offerings or write the Association office, Route 1, Box 533, San Angelo, Texas, for a free illustrated booklet and a list of breeders.



AROUND THE *Range Country*

Around the Range Country gives our readers a chance to express their opinions about anything pertaining to the industry or about life in general. In offering this space for free expression of thought, the National Wool Grower assumes no responsibility for any statement made.

ARIZONA

Glendale, Maricopa County December 12, 1953

Coyotes are more numerous in the desert area this year than last. The herder situation is much better than it has been.

We've had little moisture in the past few weeks, but the weather has been excellent. We've done no supplemental feeding as yet. We use green alfalfa and barley pasture. Hay is \$30 per ton baled.

Sheep flocks in our section are in good condition. We are carrying over fewer ewe lambs for replacements this year than last. We have about the same number of bred ewes. Breeding season is in June and July.

—Oscar Gibson
Sinnott & Gibson

COLORADO

Alamosa, Alamosa County December 14, 1953

Cold weather has prevailed over this area in the past few weeks. There is presently four to five inches of snow on the ground. Despite all of this, feed on the winter range is in fair shape.

We began our supplemental feeding on the 10th of December. We feed Checkers and ensilage. Hay is \$20 per ton baled.

We are carrying over about the same number of ewe lambs and bred ewes this winter that we did last. We aren't feeding any lambs this winter.

In recent transactions, fine-wool yearling ewes and whitefaced crossbred yearling ewes have been bringing \$25.

There are few coyotes in this neighborhood, about the same as last year.

—George L. Giegler

Antonito, Conejos County December 14, 1953

Forage on the winter range is good. There is now about two to four inches of snow on the ground, and we've had freezing temperatures. We've done no supple-

mental feeding as yet. I feed Ranchway or Purina during the winter. Alfalfa hay is going from \$18 to \$22 per ton.

Sheep flocks are in quite good shape in this area.

I am sure the replacement in flocks with ewe lambs is much lower this year than usual. I am carrying over fewer ewe lambs, but about the same number of bred ewes. Breeding season begins in October and continues until about November 15.

The herder situation is fair, and as yet we have had no losses from coyotes.

—Reginaldo Garcia

Craig, Moffat County December 12, 1953

We are carrying over about the same number of ewe lambs this year as last. Nevertheless, we saved very few. There are about the same number of bred ewes in our herd, with more old ewes than usual. Breeding season started December 5.

The herder situation is good. There are more herders than usual. About the same number of coyotes as usual are in this area.

Feed on the winter range is in good condition. Weather has been good the past few weeks. There is just enough snow for the sheep to do well. As yet we have done no supplemental feeding, but we will feed corn pellets with about 8 percent protein. Alfalfa hay is \$20 per ton in the stack.

We enjoy the Wool Grower very much.

—L. Elton Gent

Glade Park, Mesa County December 20, 1953

Sheep flocks in this section are in very good condition. We have had good weather for the past few weeks, and feed on the winter range is fair.

As yet we have done no supplemental feeding. We feed 14 percent corn pellets during the winter. Alfalfa hay in the stack is going at \$20 per ton.

They held over about the same number of ewe lambs and have about the same number of bred ewes in our herd this winter as last. Breeding season is in December.

The herder situation is very good.

—Casmir Gauthier

Lamar, Prowers County December 14, 1953

We have had considerable snow and cold in the past few weeks, and feed on the winter range is very short. We've started feeding 41 percent cottonseed cake. Alfalfa is \$15 to \$16 per ton in the stack.

Sheep flocks in this area are in average good condition. I am carrying over the same number of ewe lambs for replacement this winter as last. There are also about the same number of bred ewes in our herds. Breeding season was in October and November.

The herder situation has improved, but we have more coyotes in this area than we did last year.

—Phil Gilbert

IDAHO

Dubois, Clark County December 12, 1953

I purchased some yearling ewes in early fall at \$16, and I recently heard of some asking \$23.

We are carrying over considerably fewer ewe lambs this winter for replacements than we did last. There will also be fewer bred ewes wintered this year. Our breeding season is in October.

Weather has been favorable with about the right amount of snow for sheep to do well. Feed on the winter range is in good shape. We feed 20 percent pellets with cottonseed and oil meals as a winter supplement. We've started winter feeding. Hay is \$18 per ton. Sheep flocks in this area are in average to good condition at present.

—C. A. Wagoner

MONTANA

Havre, Hill County December 13, 1953

Sheep flocks in this area are in from fair to good shape. Winter range forage is good. As yet we have done no supplemental feeding. We will feed barley and oats only. Hay is \$15 per ton baled. The weather has

been fine the past few weeks.

We have about the same number of both ewe lambs and bred ewes this winter as we did last. Breeding season begins on October 23 in this area.

Crossbred whitefaced yearling ewes have sold at \$16.50 per head in recent transactions.

The herder situation is presently all right, but there are more coyotes this year than last.

—Raymond Lenhart Jr.

Ridge, Carter County November 16, 1953

Labor is one of our big problems. There are very few reliable men for herding at the present time, and it is nearly impossible to get experienced help at lambing time.

Forage is better than average on the winter range this year, quite a bit better than last year. We've had dry and above normal weather in the past few weeks, and the sheep are in good flesh to go into the winter. During the winter we feed corn and three-way cake before lambing.

I'm carrying over 100 ewe lambs this winter for replacements, as compared with 500 last winter. We are increasing our bred ewe numbers this year though by 500 head. Breeding season is from December 1 to January 15.

Fine-wool yearling ewes have been selling for \$17.50 per head. Whitefaced crossbred yearling ewes are selling about the same.

—Edward A. Lanning

Stevensville, Ravalli County December 17, 1953

In this part of western Montana, to the best of my knowledge, there is a bred ewe increase of approximately 15 percent. The number of ewe lambs carried over is about normal. Breeding season is in September and October. There is very little breeding in December, but several farm flocks are lambing twice a year.

There is very little winter range in Bitterroot Valley, but the 16,000 acres of winter range at Perma (farther north) is in excellent condition. Alfalfa hay is selling for \$17 loose. Baled legume hay is \$20. Some loose hay is moving at \$15. With a normal winter there should be a 10 percent surplus of alfalfa. We haven't begun to feed our winter supplement of barley and oats yet. During lambing we feed mostly oats.

For this time of year, temperatures have been above normal. There is no snow on the valley floor, but snow in the mountains

is normal with higher than average moisture content.

Sheep flocks are in very good condition in this area. One small bunch of lambs are on feed. The balance of last spring's lambs sold in October.

Coyote population here has been on the increase, but after forming the Western Montana Sheep Association, we now have the Wildlife Service on the job. We feel this will help decrease all predatory animals.

—Leonard Leese

NEW MEXICO

Roswell, Chaves County November 23, 1953

We are all wondering if and when the drought will end. Even in the past few weeks, the weather has been warm and dry. Some sheep flocks in this section are in fair shape, but numbers have been cut in half.

During the winter we feed corn-hay-meal pellets. This costs us \$57 per ton. We've done some supplemental feeding already. Hay is selling for \$43.

I'm carrying over a little better than half of the bred ewes this winter that I did last, and I'm not carrying over any ewe lambs. Breeding season was in October.

Fine-wool yearling ewes are bringing \$8 to \$10. I understand there are a few contracts open for wool from 55 to 57 cents.

Herders are the same as last year, scarce.
—Wm. C. Treat

SOUTH DAKOTA

Spearfish, Lawrence County December 18, 1953

Coyotes have been kept under control very well so far this year.

Feed on the winter range is in good condition. Weather has been fine. We have had about six inches of wet snow recently but it lasted only a few days.

As yet we have done no supplemental feeding. We will feed only oats and alfalfa hay. Hay is around \$10 per ton loose and from \$20 up baled.

There are about the same number of ewe lambs in the herds this winter for replacements as last year. Bred ewes are in approximately the same numbers also. Breeding season began on October 15 in this area.

In a recent wool transaction about one-half of the wool went to woolen mills and the rest to the Government.

—Ralph L. Bahn

TEXAS

Big Lake, Reagan County December 14, 1953

It has been dry, windy and cold in the past few weeks. Forage on the winter range is poor. We are feeding 21 percent grain cubes and 41 percent cottonseed cake. Alfalfa hay is selling for \$30 per ton.

Sheep flocks in this area are generally in poor shape. There are fewer ewe lambs being carried over for replacements this winter, and fewer bred ewes are in the flocks. Breeding season was in September and October.

Our only disease problem is with stomach worms.

Recently fine-wooled yearling ewes have sold for \$10 per head.

—Prentiss Garrett

TEXAS

Hondo, Medina County December 16, 1953

Due to the excellent late summer rains, sheep flocks in this area are in very good shape in almost all cases. It has been dry with light frosts in the past few weeks. There has been no beneficial moisture since October.

Winter range feed is in fair condition. We've been feeding 41 percent cottonseed meal (50 percent), grain (25 percent) and salt (25 percent). There is no alfalfa hay raised for sale in this section.

I believe there are about the same or slightly fewer ewe lambs held over this winter than last. Probably fewer ewes were bred due to culling of aged and unthrifty ewes. Breeding season is from September 15 to October 15 or November 1.

Some fall wool has sold at 63 cents net for eight months' growth.

Periodically coyotes become numerous in the upper part of the county, but they are always numerous in the lower part of the county.

(Continued on Page 68)

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The Auxiliaries

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The Executive Board of the National Women's Auxiliary are: left to right (seated) Mrs. Mike Hayes, Denver, Colorado, historian; Mrs. Earl S. Wright, Dubois, Idaho, first vice president; Mrs. J. T. Murdock, Heber City, Utah, president; Miss Jackie O'Keefe, Denver, Colorado, program chairman; Mrs. Rudie Mick, St. Onge, South Dakota, second vice president; Mrs. Rex Hixon, Ordway, Colorado, Colorado State president; (back row) Mrs. Floyd T. Fox, Silverton, Oregon, press correspondent; Mrs. S. E. Whitworth, Dillon, Montana, parliamentarian; Mrs. Emory C. Smith, Salt Lake City, Utah, secretary-treasurer; Mrs. Maude Schroeder, Baker, Oregon, Oregon State president; Mrs. J. W. Hans, Sunnyside, Washington, Washington State president; Mrs. John Alexander, Cherokee, Texas, Texas Sheep and Goat Raisers Auxiliary president; Mrs. Frank F. Fulton, Ismay, Montana, Montana State president; Mrs. John Baptie, King Hill, Idaho, Idaho State president; and Mrs. Chandler Church, Elko, Nevada, representing the Nevada group.

At the 25th Annual Meet

THE twenty-fifth annual convention of the Women's Auxiliary to the National Wool Growers Association met at the Wilton Hotel, Long Beach, California, at a general reception on Monday afternoon, December 7.

Tuesday the ladies met with the National Wool Growers Association in joint meeting for the official convention opening in the Exhibit Hall, Municipal Auditorium. Mrs. J. T. Murdock, Heber City, Utah, president of the National Auxiliary, followed National Association President Ray W. Willoughby with her annual address. In it Mrs. Murdock stressed the importance of woolen weaves to meet competition in fabrics, saying that the mills should be encouraged to produce soft fabrics, appealing to the eye and feel. This together with the wearing quality of wool should please the consumer. She told of the promotion programs of the State auxiliaries, in "Make It Yourself-With Wool" program, Miss Wool of Texas promotion, 4-H projects, lamb and mutton use programs. Mrs. Murdock paid tribute to The Wool Bureau for its promotion. In closing she stressed the importance of the partnership angle of the National Wool Growers and the Auxiliary in carrying out these promotion programs.

A luncheon was planned for the ladies and held in the Marine Room of the Wilton Hotel. Miss Jackie O'Keefe, Denver, Colorado, was program chairman. She presented the National Auxiliary officers and State presidents, and introduced the convention co-chairmen, Mrs. J. R. Broadbent, Huntington Park, California, and Mrs. Ross Arthur, South Gate, California. Program included a dance exhibition of the Mambe' by an Arthur Murray Dance team and a descriptive recital of Chinese songs by Lucile Timberlake Graham. Mrs. Graham has spent many years in China and brought meaning to Chinese music.

Mrs. Murdock presided at the business sessions of the Auxiliary. Reports were given by the State presidents and contest-participating States.

Miss Mary North of The Wool Bureau met with the Auxiliary and was hostess for two breakfasts, one given by The Wool Bureau and the other by the F. W. Woolworth Company. She announced that the Woolworth Company would again sponsor the transportation for the contestants to National Convention Contest and that the Singer Sewing Machine Company would next year give two portable sewing machines to each State for prizes.

The ladies were taken for a tour of Los Angeles and Hollywood and joined the men in a harbor boat trip as guests of the Long Beach Harbor Department on Thursday.

Mrs. Murdock closed the meeting on Friday morning with the wish to see all present at the 1954 convention in Salt Lake City, Utah.

Eleven Contest Awards Given

(For pictures see pages 32 and 39)

ELEVEN young women from nine States were acclaimed as national award winners in the seventh annual "Make It Yourself - With Wool" contest. The young women, who shared the top awards in the \$25,000 prize competition, were selected from a field of 28 State home sewing champions following their appearance in the national fashion show in the Municipal Auditorium, Long Beach.

More than 7,000 girls between the ages of 14 and 22 in the Western States enter the annual event, which is sponsored by the Women's Auxiliary of the National Wool Growers Association and The Wool Bureau. Prizes include scholarships, travel, U. S. Savings Bonds, and other valuable awards.

The national champions in the 1953 contest are Carla Black, 21, of San Lorenzo, California, in the Senior Class, and Judy Heitkemper, 17, of Portland, Oregon, in the Junior Class. They received \$300 scholarships presented by the Forstmann Woolen Company and Pendleton Woolen Mills, respectively. A third scholarship award was made to Diane Harris, 17, of Montebello, California, for outstanding sewing skill and scholastic ability. Her award, presented by Colorado Woman's College in Denver, is a \$500 scholarship at that college.

The 28 finalists in the contest are the Junior and Senior sewing champions of the 14 contest States. The young women, who won district and State eliminations in their own States, went to Long Beach as guests of the National Wool Growers Association and its Women's Auxiliary. They traveled to California as guests of the F. W. Woolworth Company. Their appearance at the national fashion show climaxed a busy four-

day schedule of activities in Southern California.

Each girl appearing in the show modeled her own home-sewn fashion. Winners were selected by a panel of judges consisting of Mrs. Margaret King, Educational Supervisor for the Singer Sewing Machine Company; Miss Imogene Dean, Home Advisor for Los Angeles County, and Miss Theodora Corey, Associate in Home Economics at U.C.L.A.

The complete list of winners, their entries and prizes appears below.

Senior Class

Grand Prize — Carla Black, 21, of San Lorenzo, a \$300 scholarship, presented by Forstmann Woolen Company. Her entry: a three-piece ensemble of her own design, combining black-and-white pencil striped tweed and kettle-smudge gray flannel.

First Prize — Patricia Cunningham, 21, of Coolidge, Arizona, a Singer mahogany "slant-needle" sewing machine, presented by the Singer Sewing Machine Company. Her entry: an impeccably tailored suit of aqua-gray gabardine.

Second Prize — Fumiko Ishii, 20, of East Ely, Nevada, a \$100 U. S. Savings Bond, presented by S. Stroock & Company. Her entry: a cinnamon brown dress combining checked worsted and solid-colored gabardine.

Third Prize — Carol Hanson, 19, of Portland, North Dakota, a \$100 U. S. Savings Bond, presented by I. A. Wyner & Company. Her entry: a dress of turquoise flannel. Miss Hanson is a student at North Dakota Agricultural College.

Junior Class

Grand Prize — Judy Heitkemper, 17, of Portland, Oregon, a \$300 scholarship, presented by Pendleton Woolen Mills. Her entry: a dress of green and white checked tweed, coordinated with a coat of avocado green wool suede cloth.

First Prize — Jo Ann Hamil, 17, of Atwood, Colorado, a Singer mahogany "swing-needle" console sewing machine, presented by the Singer Sewing Machine Company. Her entry: an immaculately tailored suit of salt-and-pepper tweed.

Second Prize — Janet Christopher, 16, of Medina, North Dakota, a \$100 U. S. Savings Bond, presented by Botany Mills. Her entry: a wool crepe dress of peacock blue.

Third Prize — Darlene Phillips, 17, of Chula, Missouri, a \$100 U. S. Savings Bond, presented by The Wool Bureau. Her entry: a two-piece dress ensemble of blue-gray tweed. Miss Phillips is a student at the University of Missouri.

"Wool" Princess Award

Awarded by the Producers Livestock

Marketing Association of Ogden, Utah, to the outstanding National Finalist: Jane Goodrich, 19, of Casper, Wyoming. The prize is a \$100 U. S. Savings Bond. Miss Goodrich's entry in the contest was a white evening ensemble of challis and gabardine, combining a full-flowing evening dress and a scarlet-lined, box-cut jacket.

"Princess Attendant"

Presented to the runner-up in the "Wool Princess" competition by Chamberlin's Handwovens of Seattle, Washington: Norma Jean Nadeau, 16, of Boise, Idaho. The award: a complete day-into-evening ensemble, including skirt, jacket and blouse for daytime wear and flaring skirt and fitted bodice for evening wear. Miss Nadeau's entry: a princess-style coat-dress of sheer wool in winter-wheat beige.

Special Scholarship Award

Presented by Colorado Woman's College to the national finalist whose ability as a sewer is matched by outstanding scholastic ability: Diane Harris, 17, of Montebello, California. Her entry: a black-and-red dress of all-wool tweed.

In addition to traveling to and from California as guests of the F. W. Woolworth Company, the finalists received local trans-

portation through the courtesy of Pacific Coast Greyhound Lines. Their visit was concluded with a sightseeing trip to Tijuana, Mexico.

Miss Betty Tanner, Women's Publicity Director of The Wool Bureau, was commentator for the fashion show. Speakers on the fashion show program included representatives of the firms which support the "Make It Yourself-With Wool" contest.

Miss Wool of Texas

The virtues and beauty of wool were presented to America by radio and television and to an enthusiastic local audience in Long Beach by Miss Kathryn Gromatzky —Miss Wool—during the 89th annual convention of the National Wool Growers Association early in December.

Modeling garments of all wool donated by nationally known designers and manufacturers and talking of the seven wonders of wool, Miss Gromatzky appeared on the nationally televised Jack McElroy Show. She was later interviewed on the CBS radio show "Wizard of Odds" where she again told of the wonders of wool.

Miss Wool modeled a wool lace evening gown, a California made suit, and a multi-colored wool Paisley print before an audience of wool growers in Long Beach's Municipal Auditorium.

Greetings to All

A new year beginning, a year ending! A year that has been filled with work, joy and a great deal of satisfaction, with thankfulness for friends new and for friends of long standing, friendships created through working together and sharing the ups and downs along the way. No course runs true to planning. If our foresight was as keen as our hindsight, we could avoid some of the regrets, but we take it as is.

I am grateful indeed for the wonderful support given to the auxiliaries by so many people, both in and not connected with our industry. Whatever honor is bestowed upon me in representing the ladies of our industry, is really yours. May I say and do always the things that will do you justice and bespeak the true-blue worth of everyone of you!

I know all of you join me in paying tribute to Miss Mary North, who has served us so well. Nearly all of the wonderful prizes and kind courtesies extended to us in the "Make It Yourself-With Wool" program have come through her efforts and influence. You have our best wishes, Mary, for your health and happiness.

May the New Year bring within its course a way out for the preservation of our industry!

May pleasing results come to you all for your efforts!

May your measure of the goodness of life and good will and joy be filled to the brim!

MRS. J. T. MURDOCK
National Auxiliary President

Hampshire Breeders Meet

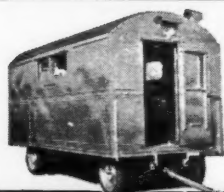
THE 64th regular annual meeting of the American Hampshire Sheep Association was held afternoon of December 2, 1953, at the Stock Yards Inn, after the Hampshire show. Mr. G. S. Beresford of New Vernon, New Jersey was elected president, and Ronald V. Hogg of Salem, Oregon, vice president. All other officers whose terms expired

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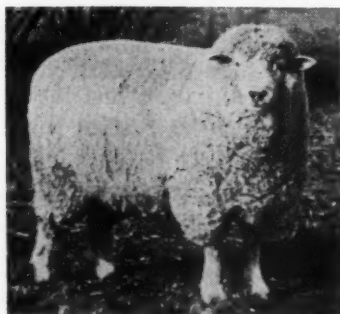
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Alma Esplin, Sec'y, Box 315, Logan, Utah

were re-elected. Liberal appropriations were made for special premiums for 1954, though a bit less than in 1953. Appropriations for advertising and publicity were continued in the same amount as last year.

At 6:30 a fine lamb dinner was served to members, their wives and guests. Following the dinner Mr. and Mrs. Beresford gave us the privilege of viewing their wonderful color slides taken on a recent trip to England and the Continent. Mr. Beresford told something of the way they handle Hampshires in England. After the sheep pictures, Miss Carolyn Vandiver, daughter of our retiring president, showed slides she had taken in Israel the past summer where she was an exchange student, to round out a very interesting evening.

—Helen Belote, Secretary

NO PACKER PROFITEERING

A four-month investigation by the USDA produced no evidence of profiteering by beef packers during the recent skid in cattle prices. This was announced by the Secretary of Agriculture's office late in December.

When several congressmen charged that retail beef prices did not reflect sharp drops in cattle prices over the past few years, the Department ordered the investigation. Lawmakers apparently thought that middlemen might be making exorbitant profits at the expense of the farmers and consumers.

The investigation led the Department to state that it "appears that the retail prices of beef have generally reflected the declining prices for live cattle in 1952 and 1953."

"This survey should be reassuring to producers and consumers alike," according to the American Meat Institute in Chicago.

A few cases of extremely wide farm-to-housewife price spreads on lower grade meats sold in retail stores were reported by the Department's Bureau of Agricultural Economics, who conducted the survey. It was reported that most of these cases were in small markets, not big chain stores or big shops. The BAE reported that general-

ly, the margins picture appeared to be fairly stable.

"Scattered examples" of very low prices paid farmers for some of the lower-grade cattle sold in local livestock markets were reported by the BAE. This was reportedly due to heavy slaughter which to some extent was brought on by the drought.

SHEEPMEN'S CALENDAR

JANUARY	FEBRUARY	MARCH
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31
APRIL	MAY	JUNE
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OCTOBER	NOVEMBER	DECEMBER
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31

National Association Events

July 14-15: Executive Committee, N.W.G.A., and Council of Directors, American Wool Council, Inc., meet at Flagstaff, Arizona.

August 19-20: 39th National Ram Sale, Coliseum, Ogden, Utah.

December 6-9: 90th Annual Convention, N.W.G.A., Salt Lake City, Utah.

Conventions and Meetings

January 28-29: Utah Wool Growers' Convention, Salt Lake City, Utah.

November 1-3: Texas Sheep and Goat Raisers' Convention, Austin, Texas.

November 3-4: California Wool Growers' Convention, San Francisco.

November 11-13: Oregon Wool Growers' Convention.*

November 14-16: Washington Wool Growers' Convention.*

November 17-19: Montana Wool Growers' Convention.*

November 21-23: Idaho Wool Growers' Convention.*

Shows and Sales

January 15-24: National Western Stock Show, Denver, Colorado.

February 12-21: San Antonio Stock Show, San Antonio, Texas.

August 16: Oregon Ram Sale, Pendleton, Oregon.

August 19-20: National Ram Sale, Ogden, Utah.

September 16: Salt Lake Ram Sale, North Salt Lake, Utah.

October 29-November 7: Grand National Livestock Exposition, San Francisco.

*Place to be announced later.

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BENSON'S ADDRESS

(Continued from Page 24)

tion with tariffs. They could be financed in several alternative ways. They involve payments from the Treasury, financed either by processing taxes on wool manufactures or by tariff revenues, or by both.

A processing tax could be used either with or without the tariff. Without the tariff, use of a processing tax to finance these payments would permit lower prices of wool to mills and consumers, and thereby strengthen the market for wool. If desired, the tax could be substantially lower than current tariffs and still provide enough funds to maintain growers' incomes at current levels or higher. But it should be pointed out that lower prices to the mills would be achieved at the expense of revenues to the Government.

However, processing taxes would be expensive to collect. Moreover, they would inconvenience processors. We must also recognize that our import-export situation on wool would surely be affected.

Tariff duties might be used to finance these payments. The present tariff would provide adequate funds to meet wool payments and have the added advantage of contributing to the stability of the industry.

It has been suggested also that a new method of computing wool parity should be developed and that the new parity price should be based on changes in the costs of wool production.

We have made some calculations along the lines indicated by the suggested new formula. These calculations show that the proposed formula might result in a higher parity. But at this time none of us can be certain just what the end result would be. There is enough uncertainty here to indicate the need for caution.

But a more fundamental difficulty is that the proposed changes would raise a serious question about the interpretation of the whole parity concept for farm commodities.

The value of the parity concept to agriculture and the Nation as a whole is incalculably great. But it is not a cost-of-production concept. Instead, it is based on the purchasing power of farm products. Long years of bitter struggle, and of sharp arguments over the relative merits of cost-of-production versus the purchasing power approach to parity preceded the enactment of parity legislation by the Congress. One approach or the other had to be chosen—because parity was something that would need to be applied on the same basis for all farm products. Congress made its decision in favor of the purchasing power approach. In the interest of farmers as a whole, this decision should be allowed to

stand.

You can well imagine what would happen if a special parity were put into effect for wool, using a wholly new basis for computation, particularly if it resulted in a higher price. Would not producers of other farm commodities demand special parities, based on this or some other attractive approach? If that happened, we might quickly face an across-the-board scramble that would seriously endanger the whole parity structure.

It is my sincere hope that your recommendations will take full account of these considerations.

It has been proposed also that a portion of wool tariff revenues be earmarked each year to finance added research and market promotion for wool.

Assuredly, we need more research in every phase of wool production and land management. We also need more research in developing new products and expanded market outlets for wool, if wool is to maintain its rightful place among our fibers. We need greater sales promotion also. In recent years, wool has lost heavily to other fibers, chiefly man-made, which were backed up with large research funds that permitted the changing of their fibers to meet specific quality and appearance requirements. Expanded research for wool in both production and marketing is certainly necessary to put it on a better competitive footing.

Such research is widely needed, not only for wool but for many other farm products. In the recent reorganization of the Department of Agriculture, we recognized this fact. Expanded research is among the primary assignments of both the Agricultural Research Service and the Agricultural Marketing Service.

However, the earmarking of tariff revenues is, I believe, an undesirable way of meeting our need for research and promotional funds. It would set a dangerous precedent.

Let me assure you here and now that we in the Department are determined to give full attention to this matter of expanded research for wool. It is my belief that this can best be financed by direct appropriations from the Congress and by the State legislatures, coupled with some supplementary funds from interested parts of the industry.

Of course, sales promotion is primarily the job of the industry. In such aggressive efforts the Department will play its full part. But our role is that of servant, not master. We want to help the wool industry—not take over.

Thus far we have talked only of suggestions for public action. But there are

many improvements which can be made only by the industry — by wool growers, and by processors, and by distributors. Research can help — but the actual job of improvement must be done by the industry itself.

On our farms and ranches, we need better diagnosis and treatment of diseases of sheep. We need to improve the quantity and quality of wool and lamb production through better breeding, and better care of animals. Through better land management, we can improve the forage and feed producing capacity of our lands, and at the same time conserve the soil. We need better preparation and packaging of wool at or near the ranch, and better procedures in selling grease wool. We need to learn better ways of feeding, and more efficient methods of production.

In processing and distribution, increased efficiency of operations and better quality of woolen products could enhance the demand for wool and put wool in a stronger competitive position.

We need such things as new chemical treatments of wool to improve its characteristics for certain uses.

We need better blending qualities, and superior blends for wool and other fibers.

Processing wastes can be reduced, and fuller use made of wool by-products.

Better manufacturing machinery and methods, better styling and construction of wool products, and elimination of certain services in the distribution of wool products would be helpful.

These are directions in which improvements could be sought.

As wool growers, you have a large stake in the efficiency of the entire wool industry. Efficient production of wool on your farms and ranches is the first requirement for a sound sheep and wool industry in the Nation.

But the job does not end there. It extends through the shearing and marketing of your wool crop — and from there into every stage of marketing, processing, and distribution that occurs before your product reaches the consumer in the form of apparel and household goods.

Your welfare depends not only upon your own efficiency, but also upon that of the entire marketing system. Therefore, you have legitimate cause to call for improvements throughout that system. And the rest of the industry likewise has an interest in improvements in your production and marketing practices.

The consumer is the final arbiter in the wool industry, as he is for all our industries and businesses. With this in mind, the Government must, and will, accept the responsibility of helping create the conditions



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under which an efficient wool industry can flourish. But the Government's actions must be in keeping with our responsibilities as a Nation, and must impose as little expense upon taxpayers and consumers as is needed to get practical results. Beyond that, it is the responsibility of growers and other parts of the industry to offer a good product at reasonable prices to warrant the continued favor of consumers in the market place.

I realize that I have been subjecting you to a somewhat complicated discussion. But we are dealing with complicated problems—problems that affect your livelihood as well as America's future. We live, as President Eisenhower has so well said, not in an instant but in an era of peril.

In this time of turmoil we must all work together. We must lay aside partisanship and misunderstanding. We must attack our problems with mutual good will and American determination. We must push on to develop the farm programs our Nation needs.

Let us, then, strive together in the interests of America to make this industry stronger. Let us renew within our hearts the courage, the faith, and the spirit that characterized the great pioneers of American agriculture.

The job of rebuilding a prosperous wool industry on a firm foundation is vital to the welfare and security of all Americans. With the help of a kind Providence, we will succeed in our task.

MRS. MURDOCK

(Continued from Page 25)

asking how they can become a part of this program. These letters came from extension colleges, individuals and groups. They had read about the contest in their local papers and magazines. The Wool Bureau has done a magnificent job of publicizing this program.

Each State has its own pet project, aside from the "Make It Yourself-With Wool" program. These are some of the projects that have brought publicity and dividends:

lamburger booths at State fairs; cured leg of lamb—presented to the Eisenhowers for Easter dinner; 4-H Clubs meal planning, around lamb cuts; cooking demonstrations; securing cooperation of restaurants by asking them to feature lamb on their menus; proclaiming lamb and wool weeks in a number of States; talks before groups, including sewing tips and care of woolen garments; Christmas suggestions made of wool, displays; "Miss Wool"; sale of lamb and wool stickers to be used on outgoing mail; booths and floats at State and county fairs.

Growers, researchers, manufacturers, associations, allied industries—"partners all"—with one sincere desire, first, to please the consumer and, second, to promote and preserve our industry!

We have ten States organized into auxiliaries. Nevada is the newest flock to enter our fold—just very recently. Five States other than the organized States have sponsored the "Make It Yourself-With Wool" program. We owe a debt of gratitude to the growers in these States and to the women who direct the project. They are Mrs. Ellen Kightlinger, State Assistant 4-H Club leader of Arizona; Mrs. Alice Hartsook of the California Wool Growers Association; Mrs. V. B. Vandiver of Missouri; Mrs. Rheba Boyles, Extension Clothing Specialist, State College, New Mexico; Mrs. Glades Nessel Hansen, State Assistant 4-H Club work, North Dakota.

And to all State presidents, directors, committee people and growers: It's been a wonderful experience and honor to work and associate with you, and we do appreciate all the work you have put forth that this auxiliary may function. Thanks, all, for the financial support and backing.

I regret that Mrs. Lung was unable to be here, but she has asked me to convey her sincere appreciation for your generous response to her letters in which she sent you lamb-wool stickers this year. Her report shows that approximately \$1,000 has been cleared in the 1953 Lamb-Wool Sticker Campaign, one-half going to the States from where it originally came and the other half remaining in the national fund for promotion work.

The credit for whatever we have accomplished goes to the committees, States and local auxiliaries. To all the "partners" in this great enterprise, may I say, "Thank you again and we want you to know you have a deposit of gratitude and well-wishes in our Auxiliary Bank accumulating and compounding constantly, from which funds may be drawn at any time—an account that will always have a balance."

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AROUND THE RANGE . . .

(Continued from Page 61)

Prussic acid poisoning and "overeating" disease have bothered our flocks.

—Marcellus Garrison

San Angelo, Tom Green County December 14, 1953

It has been dry and windy during the past couple of weeks with some cold. Forage on the winter range is only fair to poor. Most of the hay fed in here is under the drought-relief program.

We supplement our winter feed with 41 percent cottonseed cake and 20 to 21 percent grain cubes.

Sheep flocks are in good condition, but very small in number. I think there is a slight increase in ewe lambs and there seem to be a few more bred ewes also. Breeding season began on October 15.

Fine-wool yearling ewes sold for \$12 to \$14 in recent transactions. Crossbred white-faced yearling ewes brought from \$10 to \$12.

—T. H. Garner

UTAH

Kamas, Summit County December 20, 1953

It might be interesting to range men to know that, according to Ken Maughn, forest ranger, snow in the high Uinta Mountains is fully normal for this time of year, and that both the snow and the ground under it are in good condition. It has been mild here with some snow.

Our breeding season began on September 1. We only have a small purebred outfit up in the mountains.

Coyotes in this area are all but gone.

Alfalfa hay is selling for \$20 per ton in the stack.

—H. V. Hall

WASHINGTON

Ellensburg, Kittitas County December 12, 1953

We have several disease problems common to irrigated pastures such as footrot and worms. As we are keeping our ewes on irrigated pastures, the coyote problem doesn't affect us.

Crossbred yearling ewes brought \$18 per head in recent sales.

Weather has been good in the past few

weeks for the winter range. Feed is in good condition. We just started supplemental feeding of barley and pea pellets. Baled hay is selling at \$18 to \$20.

Sheep flocks are in good condition. There are fewer ewe lambs being carried over for replacements this winter; however, about the same number of ewes were bred in October as last season.

—Sebastian Etulain

WYOMING

Big Horn, Sheridan County December 15, 1953

Forage in the northeastern part of the State is good on the winter range, but drought areas are critical. Some moisture in the past few weeks has helped.

As yet we have done no supplemental feeding. We will feed cottonseed cake. Loose hay is selling from \$15 to \$17. Excellent baled hay is moving at \$21 to \$22.50.

Sheep flocks are in excellent condition. There are about 5 percent fewer ewe lambs being carried over this winter as last. Very few old ewes were sold this year, so there will be about the same number of bred ewes. Breeding season is from the 1st of November to the 15th of December.

Fine-wool yearling ewes averaging about 120 pounds brought \$22.50 in recent sales. Crossbred (white-faced) yearling ewes brought from \$20 to \$21.

The herder situation is poor. Coyotes are more numerous in this area. Coyotes from Forest Service lands are infesting the valley areas.

—Orr W. Garber

Casper, Natrona County December 15, 1953

Some herders have been seeking work here.

Stiff-lamb disease bothered us the past season. There are about the same number of coyotes this year as usual. I see three or four every summer. As yet, I have had no losses from coyotes.

There is a substantial cut of about one-third in the number of ewe lambs being carried over this year as compared to last. There will be about the same number of bred ewes. Breeding season is from December 5 to 23.

Feed on the winter range is in poor to fair shape. We've had considerable snow, wind and drifting in the past few weeks. The weather has been near normal for this time of year. Sheep flocks are generally in good condition.

Alfalfa hay in the stack is selling for \$20, and \$23 baled. We are supplementing with barley and 22 percent cubes before lambing.

Fine-wool yearling ewes brought \$18 to \$20 and crossbred white-faced yearling ewes, \$15 to \$17 in recent transactions.

—A. I. Garbutt

Worland, Washakie County December 15, 1953

There are about the same number of bred ewes and ewe lambs being carried over this year as last. Breeding season started on October 20.

Sheep are in good condition. We have had mild weather with just enough snow for good range conditions with fair to good feed.

We will supplement this winter with corn pellets. Then towards lambing, we will feed dried beet pulp pellets. Alfalfa hay is selling from \$12 to \$14 in the stack.

Herders are scarce in this section of the country. The Fish and Wildlife Service is doing a good job in cooperating with sheepmen so that there are fewer coyotes this year than before.

—Robert Gordon

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